

MAY 7, 1955

THE NATIONAL Provisioner

THE NATIONAL

NIMPA CONVENTION REPORT

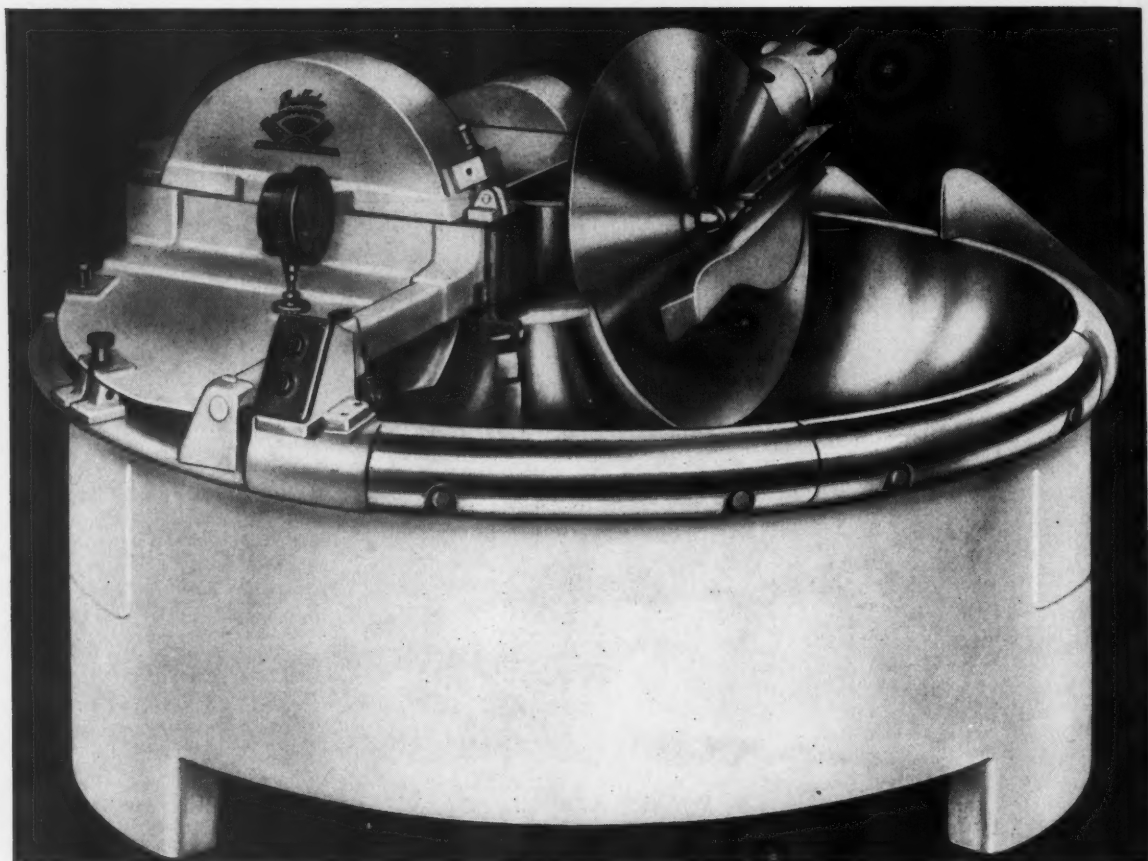
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Proceedings of the 14th Annual Meeting of the National Independent Meat Packers Association

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News and Views

THE NATIONAL

PROVISIONER

VOL. 132 No. 19

MAY 7, 1955

Report to Readers

A trade association and a business paper have at least one thing in common—they are both designed to serve the industry they represent. The degree to which each furnishes useful service to its members or its readers is the measure of its success. In the long run neither "gimmicks," drum-beating nor the inflation of catchy causes can be passed off as substitutes for the tangible and intangible benefits that the "customers" expect to get for their membership fees or their subscription dollars.

The meat industry is fortunate in possessing three trade associations which serve their memberships well. By its grass-roots-participation convention this year, and by the accounting, labor information and other services it is furnishing to its members, the National Independent Meat Packers Association has again proved its worth and stability.

This issue of the PROVISIONER represents this publication's continuing effort to carry out its concept of industry service by reporting the ideas, the questions, the answers and the controversies that came out of this year's important NIMPA meeting. We believe that every packer, whether or not his firm belongs to NIMPA, can find much information here that is useful to him, and that the whole industry can benefit from consideration of some of the ideas that came out of the meeting.

The reporting job was done by the NP staff with speed and, we hope, with accuracy and objectivity. The names of several of the NP editors will be found on the articles dealing with the sessions they covered.

We made no attempt to censor the proceedings, although, of course, controversial subjects were sometimes discussed. In this connection we believe that the industry has a right to hear varying viewpoints, and that any attempt to bury controversy is far more dangerous to industry welfare than its revelation.

The Two Major packinghouse unions announced this week that demands for a wage increase will be made on Swift & Company, Armour and Company, Wilson & Co., Inc., and The Cudahy Packing Co. Notice of intent to reopen wage provisions of the two-year contracts, which became effective last September 1, was served by the United Packinghouse Workers of America, CIO, and the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL. Ralph Helstein, UPWA president, and Earl W. Jimerson and Patrick E. Gorman, Amalgamated president and secretary-treasurer, respectively, said they hoped wage talks will "begin soon." Wage agreements with the four national packers customarily set an industry pattern. The union leaders said their latest action is based on a contract clause permitting the reopening of wage provisions after March 1, 1955.

Union strategy in the coming talks will be mapped at Chicago conferences scheduled by both organizations. Representatives of local unions of the AFL group have been meeting this week. The CIO union will hold its sessions beginning May 9. That the two unions may merge soon was hinted at the Amalgamated conference. Addressing the AFL group, Helstein said he believes the organizations will be convening together "in the very near future." Gorman made a similar prediction. A. T. Stephens, UPWA vice president, said a merger "can and must be accomplished before the 1956 contracts come due."

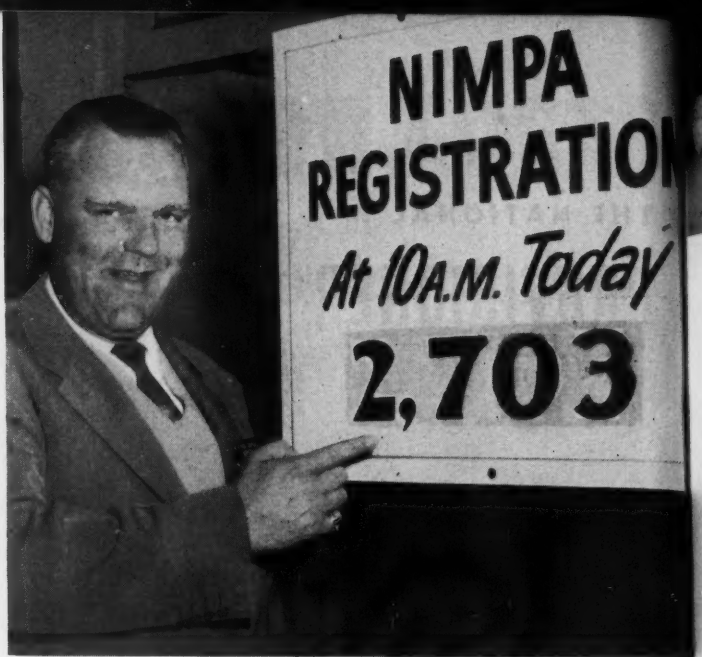
The Supreme Court has agreed to review a lower court decision which held that butchers and meat trimmers need not be paid for time they spend sharpening their knives. The ruling, appealed by Labor Secretary Mitchell, involves King's Packing Co., Inc., Nampa, Ida. The Ninth Circuit Court of Appeals held that the firm, which requires employees to sharpen their knives outside the scheduled eight-hour shift, need not pay them for this time. Knife sharpening is merely a preliminary to killing, cleaning and cutting carcasses and therefore is exempted from the Fair Labor Standards Act, the court ruled. The case came under the federal "portal-to-portal" statute, which says that employees must get paid for everything they do that involves the "principal activities" of their work but not for "preliminary" or "postliminary" activities. King's Packing Co. has 21 to 24 full-time knifemen among its 70 to 80 employees. Arguments will not be heard by the court before fall.

Progress In the eradication of brucellosis in all sections of the country will be reported at the annual meeting of the National Brucellosis Committee Thursday, May 12, at the Congress Hotel, Chicago. The business meeting will begin at 9:30 a.m. under the chairmanship of Herman Aaberg, livestock director, American Farm Bureau Federation, Chicago. Speakers will include: Charles Scruggs, assistant livestock editor, *Progressive Farmer*, Dallas, reporting for the education and information subcommittee; S. H. McNutt, department of veterinary science, University of Wisconsin, research; T. H. Bartilson, assistant chief of branch, Agricultural Research Center, Beltsville, Md., procedure, and J. H. Steele, chief of veterinarians, U. S. Public Health Service, Atlanta, Ga., public health.

Renewing His Attack on rigid price supports for basic farm commodities, Secretary of Agriculture Ezra Taft Benson described as a "step backward" a bill (HR 12) to restore the high props and repeal the present flexible system. He spoke at a news conference this week on the eve of the opening of the House debate on the bill. Benson charged that rigid price supports tend to stifle production, curb farm expansion and cause a reduction in farm income.



Charles Frey asks a question.



Chris Finkbeiner smiles happily over new attendance mark.

They All Take Part in NIMPA Show

Greater interest and greater cooperation are in full evidence as packers lend support to NIMPA program in record breaking meeting



Audience waits attentively while panel debates touchy question.



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mark.

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TUCKING at least three solid accomplishments under their belts—an accounting manual, a labor contract library and a series of thought- and action-provoking “workshop clinics”—NIMPA members and officers rocketed off last week from their April 23-27 convention in Chicago to carry out President Chris Finkbeiner’s parting admonition of “Ship Ahoy, Let’s Go,” into the fourteenth year of the association’s activities.

The policy of few speeches; individual participation meetings on a wide range of management and operating subjects; no resolutions; a cocktail party in lieu of formal entertainment; and plenty of time for visiting the exhibits and holding group and regional get-togethers, proved to be a successful one.

Registration mounted to 2,703, a considerable increase over 1954.

The association set its seal of approval on the dynamic program developed and carried out by its officers and directors by reelecting (see page 65) Chris E. Finkbeiner as chairman and board president and John A. Killick as executive secretary.

Experience with divisional meetings has been so good in 1954-55 that most of the regions have already made definite plans for similar gatherings during the next year. The association will encourage and aid formation of state and local packer associations to handle problems peculiar to smaller groups.

Reports of the divisional vice presidents and other officers begin on page 56. The “Meat Team” theme panel discussion by Mrs. Earl Thompson will be found on page 60; James A. Bay, page 62; Fred M. Tobin, page 61; F. G. Ketner, page 64; Jay Taylor, page 66; and Wilbur Plager, page 67.

Fact- and idea-packed reports on the workshop clinics appear on the following pages: Cost Accounting, 70; Sausage, 72; Sales Management, 74; Industrial Relations, 81; Packaging and Frozen Meat, 95; Beef, 103; Plant Management, 105; State Associations, 107; Curing, 112; and Transit Injury Losses, 121.

New Equipment shown at the convention is described on pages 116-118.

Pictures of the annual cocktail party will be found on page 108.

Reports of divisional vice presidents and of the association’s officers were given at the business session on the opening day.

EASTERN: Reporting for the division which he



Demonstrator explains a process in exhibit hall.



Packers line up for snacks at cocktail party.

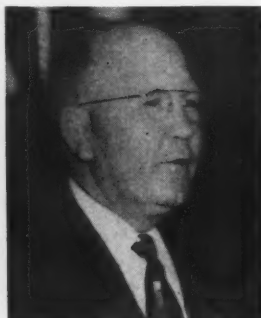


heads as vice president, Carl H. Pieper of Oswald & Hess, Inc., revealed that the group plans to hold its next meeting in Atlantic City in conjunction with either the canning or packaging show there.

SOUTHERN: After describing the division's successful two-day meeting, held at Jacksonville, Fla., late last year, vice president Frank W. Thompson of Southern Foods, Inc., stated that one of its important results was the impetus it gave to formation of a Georgia and



CARL H. PIEPER, vice president, Eastern division.



FRANK THOMPSON, vice president, Southern division.

other state associations of meat packers. Thompson pointed out that such organizations can successfully handle certain problems—such as livestock buying practices, ingredient legislation, etc.—on the state and local levels. He announced that the division's next meeting will be held on October 21 at the Roosevelt Hotel in New Orleans.

MIDWESTERN: George L. Heil, jr., Heil Packing Co., discussed the joint meeting held by the group in St. Louis with the Central division, and noted that attention there was focussed on costs and packaging problems. He commented:

"Business is good. We are in one of the most highly competitive towns in the United States, but we are



GEORGE L. HEIL, JR., vice president, Midwestern division.



JOHN E. THOMPSON, vice president, Central division.

getting enough hogs and we are getting enough cattle. Volume is up. It does not take quite as much money to run your business. All we have to do is to get on the ball."

CENTRAL: After reporting that Walter Thomasma had been forced to relinquish his NIMPA directorship because of ill health, vice president John Thompson of Reliable Packing Co. said that the vacancy had been filled by the election of A. R. Burgdorff, Hickory Farms,

Inc. He said that the division planned to meet jointly with the midwestern group in St. Louis early in December, and that another gathering may be held in Chicago a few weeks earlier to acquaint Chicagoland packers with NIMPA's program and to enlist their support.

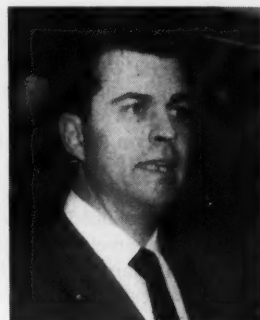
WESTERN: Stating that the division does not engage in the usual activities in the area because of the existence of WSMFA, Julius Hoffman of Hoffman Bros. Packing Co. said that close relationship and good harmony exist between the western association and NIMPA, and that information and ideas are exchanged.

SOUTHWESTERN: The next meeting of the division is scheduled for Houston, Tex., in February, according to vice president John O. Vaughn of Oklahoma Packing Co. Vaughn commented on the usefulness of state trade associations and said that he felt they furnish the smaller packers with an effective voice in dealing with legislators and state and local officials.

PRESIDENT: After praising the way in which the vice presidents have worked to put new life into NIMPA



JULIUS HOFFMAN, vice president, Western division.



J. O. VAUGHN, vice president, Southwestern division.

through divisional meetings and other activities, 1954-55 and 1955-56 president Chris Finkbeiner voiced an optimistic view of the industry's situation.

"Business in the meat industry is going to be good," he declared. "It is good and, as far as I can see for the next two years, it is going to be a mighty fine thing to be in. In fact, if I had any extra money, I would put it in the meat business and make it grow a little bit bigger."

"You can see the optimism of the packers; I have never yet seen a time when we had a lot of good supplies of pork and beef that we did not end up making money. It is when we are rationed, and do not have the supplies and pay more for the livestock than we know we should, that we run into trouble."

"Our biggest concern is selling. Let's all get sales-minded. One of the 'musts' in selling is 'price list adherence.' That is a fancy sounding name for 'stop cutting your price list.' Stop negotiating and giving away your profit."

"We are thinking and talking about new ideas in the industry: 'per cent of raw material cost to total sales,' 'price list adherence' and 'what are my costs?'"

Pointing out that such thinking leads to keener, but more intelligent, competition, Finkbeiner lashed out at premium merchandising.

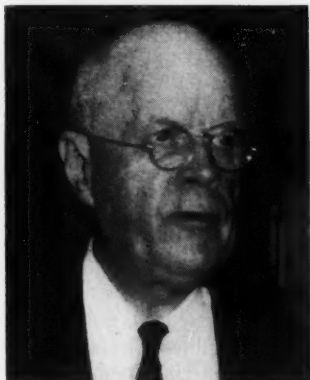
"Gimmicks are getting into our industry," he declared, "which are not worth a tinker's dam for our packers. We are not in the car business, or house busi-

ness, or the trip-to-Europe business, and, in my opinion, leadership must be exerted to prevent our industry from sliding into this phase of merchandising.

"Good merchandising does not mean giving away profit or giving away something. Good merchandising means selling your products at a profit, and on the basis of consumers paying what they are worth."

GENERAL COUNSEL: Characterizing some phases of the meat inspection situation as a "mess," Wilbur La Roe, jr., said:

"I regard inspection, both federal and local, as one of the serious problems confronting the meat packing



GENERAL COUNSEL WILBUR LA ROE, JR.: "This marvelous convention, the best we ever had, is a dramatic answer to the question asked back in 1942 by Tobin, Casey, Schluderman and others: 'Is it possible to have an independent packers association?'"

industry. Our interstate members are greatly helped by a federal appropriation of approximately \$14,000,000 but the demand for inspection is constantly increasing and this sum is no longer adequate. The result is that overtime is increasing at an alarming rate and unless the federal appropriation can be increased we shall find the meat packers carrying a heavy part of the inspection load.

"In the states and municipalities the situation is still worse because most of them refuse to accept the principle recognized by Congress that meat inspection is a public health measure and should be paid for by the government and not by the meat packer.

"The profit margins of meat packers are inexcusably low. It does not make sense to have a profit margin of only a small fraction of a cent per dollar of sales when other similar industries have from 3 to 7c profit per dollar of sales. NIMPA is engaged in a never-ending drive to increase the profits of its members without transgressing the anti-trust laws or other laws. This explains our drive for better accounting methods in our industry, for better market reports, for a leaner type of hog, for less burden of inspection costs and other items on which we are constantly working. This is a battle which we cannot afford to give up even for a minute.

"From a legal viewpoint it is helpful to have state associations in addition to NIMPA. The reason for this is that there are many matters, including local inspection problems and some local labor relations problems, including picketing, which cannot be satisfactorily dealt with at the national level. These state associations of independent meat packers have a close relationship to the national organization. In this way the whole legal field, state and interstate, will be covered and maximum

protection given to the independent meat packers.

"This subject is of vital importance to every meat packer. One has only to mention labor contracts, the Taft-Hartley law, right-to-work laws, and the annual wage to realize the vital importance of labor relations to our members. NIMPA endeavors to give guidance to its members by constantly advising them of the guideposts which may be found in decisions of the National Labor Relations Board and the courts.

"Extremely important in this area is NIMPA's new program for a labor relations library, the main purpose of which is to make sure that our members in every locality are provided maximum information as to the terms of contracts in their area so that they will be well-armed with facts when they sit around the conference table with the union representatives.

"There seems to be no immediate danger of government price control, but our members should know that machinery is being set up in Washington so that it will be available if and when there is a serious national eruption. The present administration dislikes unnecessary government controls, but it is setting up the necessary machinery for use in case of a national emergency. The NIMPA office in Washington is keeping in close touch with the situation.

"Some meat products are subject to shrinkage between the processing plant and the retail counter. If the weight is stamped on the package at the processing plant the housewife is apt to feel that she is being cheated because she does not know about the shrinkage. It has seemed to us that the laws and regulations should be changed as to such items subject to shrinkage so that the responsibility for the weight at the time of retail sale will rest on the retailer and not on the processor.

"We are able to report considerable progress on this matter. In fact, the state of New York has drafted regulations which, although not yet officially promulgated, are very much to our liking. We are also on the way toward getting the federal government to do likewise.

"Injury to animals in transit is a serious problem in our industry. The losses amount to huge sums annually. For some of these losses the railroads are responsible because of careless feeding or watering or other careless handling, including delays in transit. Losses from injuries, weakness and death of animals are enough to mean the difference between profit and loss for some independent packers. This subject is one that requires constant diligence, and a question may be raised whether we are pursuing it sufficiently.

"Senator Hubert Humphrey has introduced a bill, S. 1636, to require the use of humane methods in the slaughter of livestock or poultry in interstate or foreign commerce. The important paragraph of the bill reads as follows:

(a) No slaughterer shall bleed or slaughter any livestock unless such livestock has first been rendered insensible by mechanical, electrical, chemical, or other means determined by the Secretary to be rapid, effective and humane."

"This matter is having the attention of NIMPA's board of directors.

"Our relations with other associations of meat packers were never better. We have had splendid cooperation from the American Meat Institute and from Western

States Meat Packers Association. We must never forget that the areas where we differ are very small compared with the important big areas in which we can work together.

"I close with a note of confidence because our national economy is so favorable right now that the leaders in Washington are actually afraid today—not of a depression, but of too much prosperity. I want to tell you that all the thought in Washington today is in the direction of putting the brakes on the prosperity rather than increasing it because they fear we will have too much of it. You are going to see the rediscount rates increased and various measures taken to put the brakes on.

"However, we have got a wonderful period ahead of us. One man, who is a good thinking individual, said to me, 'Would you be surprised if the next 20 years are the most prosperous in the history of America?' Gentlemen, I shall not be the least bit surprised—if we don't have trouble with China or with somebody else. I won't be the least bit surprised if our progress in the next 20 years exceeds anything that anybody in this room now dreams of.

"There are intelligent leaders in Washington who are actually thinking of doubling everybody's income and everybody's profits. I don't want to be too optimistic, but I want to tell you that it looks good. What job in America is more important than supplying meat to 160,000,000 people?

"It is such a big job that it requires the best teamwork that NIMPA can work out with the farmers, the feeders, the packers, brokers and commission men—teamwork among the slaughterers, meat packer associations and state associations.

"Let's all get that teamwork spirit. Let's get the Chris Finkbeiner 'Let's Go' spirit. While we are doing our bit toward strengthening this industry, let's also be proud to do our bit toward strengthening the finest nation in the world, which the good Lord has given us."

EXPORTS: The importance of the export market to all packers, including those who do not export directly, was emphasized by Melville A. Drisko, director of the Livestock and Meat Production Division, Foreign Agricultural Service, U. S. Department of Agriculture.

"If the surplus of items such as casings, lard, grease and tallow is exported, and it takes that surplus off the market, then it makes a better demand and a better market for you," he pointed out.

The Livestock and Meat Production Division was established recently by the USDA to investigate foreign markets for U. S. meat products and by-products and remove roadblocks standing in the way of such exports. The new director is an industry veteran who worked for a number of years with John Morrell & Co., served with Geo. A. Hormel & Co. for 13 years and at one time owned his own packinghouse.

"Both you and the government have had a lackadaisical attitude for some years with regard to shipping our products abroad," Drisko said. "Consequently, a lot of roadblocks have been thrown in the way. There is discrimination in many countries toward American meat products. Until recently, there was a shortage of dollars."

To deal with these export barriers and analyze the

European market, Drisko made two recent trips to that continent.

"Without exception, there is a market for American meat products in every country in Europe," he told the NIMPA meeting. Many of the European roadblocks also have been removed. "For instance," Drisko said, "in the last few months we were able to obtain an open tender for \$8,000,000 for the purchase of American lard. I saw a lot of that lard in Germany the last time over. They are very well satisfied with it, and they even anticipate placing some more money so they can buy more American lard in the last half of the year."

Because there is not a pork producing country in Europe that does not have an increased hog production this year, Drisko explained, U. S. exporters are going to have a more difficult time selling lard in Europe. The European countries also are looking at the Caribbean and South and Central American countries as outlets for their production.

"We can still maintain our position," Drisko said. "We have to. We are going to have more lard. We are going to have to find a home for it if we are going to maintain a market. Pork producers in this country, like the cattle producers, expect to obtain a fair dollar for their work. If we do not have foreign markets, particularly for items such as hides, casings, lard, grease and tallow, then the market is going to break."

The government has been successful in stimulating the export of U. S. agricultural commodities since the Foreign Agricultural Service was set up about a year and a half ago when such trade was virtually at a standstill, Drisko pointed out. Exports of agricultural commodities increased about 17 per cent last year and the goal for this year is a further increase of at least 10 per cent. "As of now," he said, "it looks as if we are going to do it, but it is going to take cooperation on everyone's part."

The Livestock and Meat Production Division plans to have one man traveling in Europe at least 75 per cent of the time and another man traveling through the South and Central American and Caribbean areas. Drisko, himself, is planning to take another trip in the near future through South and Central America.

"If any of you people, particularly the eastern packers and southern packers, are shipping down there and have some problems, if you will take them up with NIMPA and get that information to me, I will do all I can for you," he promised the audience.

That exporting is a complicated procedure, not something to be undertaken by individual packers unless adequately informed and prepared, was brought out in the question and answer period.

Drisko said he would advise a meat packer with a surplus of lard and no experience at all in the export market to sell to an exporter who has the contacts in Europe and Central America. "To open up your own people there takes a terrific amount of money, but there are dozens and dozens of exporters who have contacts in every country in the world and they are exporting a terrific amount of lard," he explained.

NIMPA members, he concluded, should call upon their headquarters for help if they wish to export since the association has contacts and can put packers directly in touch with them.

EXECUTIVE SECRETARY: After stating that the workshop clinics of the 1954 and 1955 conventions represented a successful effort to make the meeting "yours" in actuality, John A. Killick reported to the NIMPA membership:

"First, as to association numbers: numerical strength is not the ultimate measure of success, but it is an indicator. In this instance, the significant fact is that your association has stopped its downward trend and is definitely on the upgrade. During the period since January 1, 1954, NIMPA has received membership applications from 68 firms. This figure, taken alone, would be misleading, because attrition due to resignations, some due to bankruptcy and failure, some to other causes, con-



EXECUTIVE SECRETARY JOHN A. KILLICK: *"I can stand before you now and say that we have tangible evidence these programs of accounting, labor relations information and others are getting into operation. We want to shape them to your desires."*

siderably reduces the net gain, but NIMPA is substantially stronger numerically than it was a year ago. Of even greater significance is the fact that the renewed interest caused by NIMPA's new and practical service programs makes us confident that the *real* upsurge in membership is just about to begin.

"Second, as to money: your Association is financially sound. Your treasurer will give a more detailed report, but it is appropriate to say here that despite somewhat abnormal expenses caused by inaugurating NIMPA's new programs and the increased tempo of organizational activity, the annual audit, which will not be completed until next month, will show a favorable situation.

"One year ago your executive secretary was directed to launch certain definite programs. At this 1955 annual meeting you will learn in greater detail about the progress of those projects, but we can state here, briefly, that:

"A standard cost accounting manual has actually been written, and the tentative draft of this document will be the subject of thorough discussion, and possible amplification or revision at the workshop clinic on cost accounting and cost controls at this annual meeting. The manual is not yet ready for distribution to the membership, but members of the workshop clinic panel will be working from actual copies of the tentative draft.

"A definite, tangible start has been made on the establishment of a central library of labor information. All members received, prior to their departure from their homes to Chicago, a tabulation based on the early returns from a questionnaire. The replies thus far received—and more are coming into NIMPA headquarters daily—represent a phenomenal return of about 40 per

cent of the membership, and those which arrived too late for inclusion in the tabulation prepared for the annual meeting will be included in a later summarization.

"At this annual meeting you will have a chance to see and to learn about the market news reporting service which is being sponsored by NIMPA. Pricing details are now being worked out, and we have withheld making any estimates until we can produce the service at a price that every member can afford and that no member can afford to do without.

"Other projects in progress or in prospect, encompass tangible aid to NIMPA members in such matters as salesmanship training, plant safety, group insurance, pension and welfare plans, and in a general increase in the quantity and quality of service to which your NIMPA membership entitles you. We would like to caution against expecting these services to begin overnight. Even projects in such an advanced state of completion as the cost accounting program and the library of labor information will take weeks or months to complete, because they are very complex and the mere act of placing them physically in the hands of the members of such a large organization involves a great many problems.

"One of the most significant, and promising, developments of the past year has been the realization on the part of members that (1) NIMPA needs more members and a larger budget to perform effectively the services its members should have, and (2) that the members themselves can do a better job than the staff in persuading their fellow packers of the advantages inherent in NIMPA membership.

"It would be impossible to list here all the individual services that the NIMPA headquarters staff has performed for members, either through intercession with governmental agencies or in the securing of useful information through other sources. Your executive assistant, Edward Dawson, has maintained close and constant contact with the U.S. Department of Agriculture, Census Bureau, Federal Trade Commission, Bureau of the Budget, NLRB, Department of Commerce—just to mention a few—and the results he has achieved in behalf of NIMPA members have been warmly praised by those who benefitted from his efforts. We'd like to encourage more NIMPA members to make use of the NIMPA headquarters for the purpose for which it was intended: namely, to serve you in every possible way.

"Many of you are personally familiar with the fact that our Regional meetings during the past year have exceeded, in attendance and enthusiasm—and in results—all previous records. An outgrowth of this has been the renewed interest in the creation of state associations of independent meat packers and the revival of these groups in states where they have been dormant. NIMPA regards this as a healthy trend, and encourages its members to take the leadership in the formation of these state associations and in the guidance and development of them once they have been established.

"I am very gratified to see the large number of non-members who have come to this convention. They are welcome at any of the NIMPA functions because we cannot be the voice of all the independent meat packers unless we have their help and advice." ■

Meat Team's Six Fast Innings

Spokesmen for consumers, retailers, packers, marketing agencies
and cattle and hog producers give their views at theme session

Housewife Advises: Package Your Meats



MRS. EARL THOMPSON leads off with her version of "what every woman knows."

I AM glad you have asked me to give my opinion on what the housewife wants. I think all of you men realize that your wife enters into how you feel in the morning in more ways than you may care to admit. For that reason I want to mention budgets. I am sure that we all talk about budgets when we are home, and I think that the housewife's opinion on the products you put on the market is the first thing you should think about.

I believe that the days when we could keep in personal touch with the butcher have passed. Therefore, I think the meat packaging business we talked about last year is very important.

Since last year's meeting I have made it my business to talk to every chain store manager that I could. I have several friends who are in the packaging business, and I came down here to meet one of them at the convention and packaging show last week to find out their ideas on meat.

I belong to a women's organization which has about 3,000 members, and I find out from the housewives in that group that they have many complaints about packaged meats. They feel as though the meat is not presented to them as honestly as it might be. They feel that the little boats in which the meat is put have been rigged up for sales purposes. One particular woman became almost violent over the fact that the beef stew she bought had all of the meat immediately under the pretty transparent cover and, when she took it home and turned it over, there was nothing but bone underneath. She didn't like that, or the fact that the price was very high.

Another thing about which a lot of people complain is that the size and the weight of the package are small. For example, most of them are used to a pork chop cut that is pretty healthy, but when you buy them pack-

aged you will generally find that they are very thin.

There may be a demand for that type of meat, but many people take them off the counter, they assure me, simply because there is nothing else they can get. They are in a hurry and they don't "ring the bell" in the supermarket and ask for chops cut to the size they want simply because they may have been playing cards, or at work, and are in a hurry to get home.

I think that the packer, if he is going to package meat in his own plant and put it up for sale, will have to take these things into consideration. If you don't package I am sure you are going to lose the market for packaged meat because the chain stores are taking it over. I think there is a place for the packer to package meat so that the operation will help his profits.

Today a high percentage of women work, and those who don't work are leading more leisurely lives and, therefore, must look for entertainment. They may turn to social life, the PTA and other associations, all of which takes up their time. There are not many people now who stay home and spend hours in preparing meals. They run into the stores and pick up the articles that they are going to have for dinner, or for some future dinner. We all know that the refrigerator people recognize this trend because no refrigerator is sold today that does not have a freezer.

Almost any housewife who goes out and shops one day a week now brings in everything she wants. When she shops that day, she wants to have the best that she can find, and she is not going to find it unless you packers are interested in what she gets. It is my belief that the packer is responsible for producing some sort of a package deal for the housewife. If you don't do it, the chain stores will. And if you *have to sell* to a chain store, he is going to tell you what he is going to give you. ■

Stiffen Your Spine And Get Your Price



PACKER FRED TOBIN hits home with hard truths for the meat packing industry.

THEY have asked me to represent the meat packing industry this time. This is a tough job for me, but I am going to tell you what I think is wrong with some of our industry.

We are a service industry. We serve the farmers, buying all of the livestock that they offer for sale every day. We also serve the retailers with products so that they, in turn, can serve the consuming public with food products. We are in a business that is very competitive and the margins of profit are very small. The hazards are great.

A year ago last fall hogs were going up, and some packers were aggressively putting products in storage. Our own company felt that hogs were too high, and product was too high, and, although we needed to put some product into storage, we did not do it. We laid off and we saw pork going on up, and saw hogs going up to 28c. We knew we had missed the boat, and we had to get some product.

There were a few items that we had to put away. We put them away and, in about a month or a little more, the cellar trim butts went down a dime. So we were wrong, and it cost us money.

We were in the land of plenty last fall and during this past winter. Product looked well worth the money. Around December it looked as though some of the products were cheaper than they had been in three or four years, and that it was a safe thing to put some away. We were wrong again because they kept right on going down.

I am telling you that it is a hazardous business, and it is pretty tough to try and be right all the time. Chris Finkbeiner says it is going to be a great year. It is for those who know enough to take their costs and put their profit on and sell their meat at those prices, but there are still some people in the business who are not going to do too well for the year.

Many changes are taking place in the industry. The farmers have had quite a few good years and are in good financial shape. They now have good farrowing houses with heat in them and are saving more pigs than they once did. Farmers are learning again that livestock is a cash crop. They can get their money any time they send their animals to market, and they can feed their own grain advantageously. Feeding is a good outlet, especially in a period like last year, when

they had quite a lot of soft corn. They couldn't sell it anywhere else.

I think when you consider the capital we must invest in our plants, machinery and equipment, it is plain that this industry should have a fair profit and should be able to lay away some of it during a good year so as to be able to weather the storms in a bad year and to have some capital to keep up with the times.

We have seen quite a change in equipment needs with the developments in packaging, frozen foods, etc. It takes a lot of money to buy some of this stuff.

We should be conscious of the fact that we are not going to be successful if we don't make a profit.

I am going to talk now to you presidents and vice presidents in charge of plants. You each have a sales manager and your sales manager is supposed to sell what you produce. He has a team of salesmen. You rely on him to take his costs and put a profit on top and to sell your merchandise.

So on Monday or Tuesday morning the salesman calls in and says, "Joe Brown is much cheaper than we are and I have to sell at his price," or "I can't make the business, I can't get the business." Maybe it is volume business and you need it. You meet the price and cut it a quarter and you take the business. It is no good. You have set a precedent for the next week, and when you get to the place where buyers know that your price list means nothing, they will bid, and I don't blame them. If they know you are a weak seller, they are going to try to buy as cheaply as they can because they figure somebody else is going to do it, too. However, if you have a list that has your cost plus a profit in each price, and you say to your selling organization, "That is our price and you are going to have to get it or pass the business," they know where they stand.

We all buy our livestock practically on an equal basis, although somebody might get a little shave somewhere, and our costs of manufacturing are approximately the same. Perhaps there is a difference of a cent or two on overhead. However, you are all about on an even basis until you start selling. Then remember that there is no Houdini in the meat packing business who can shave prices 3c, 4c, or 5c a pound because it isn't in the product. When you see us making five-tenths of 1 per cent to nine-tenths of 1 per cent, and a lot of packers have to take a loss or a lot less than five-tenths of 1 per

cent, it just isn't in the cards to cut prices as we do. It is no good. You don't see chain or independent retailers operating on a basis such as that. Why shouldn't we have a decent profit?

Any capital you get for improvements or additions to your plant usually must be taken out of profits that you make. The meat packing industry has won a bad reputation over a period of years with the investing public. There aren't many investment houses that are interested in floating your common or your preferred stocks. Packers who are successful, and who have been able to put on additions to their plants and buy additional equipment, undoubtedly have had to do it out of profits. Since it would be a tough job to sell stock, to be successful you must operate on a profitable basis.

Too many meat products are sold at somebody else's prices, and on bids, etc. It is up to you fellows to look your situation over and see if you can't help yourselves because you will then help the whole industry.

The president of a packinghouse needs a stiff backbone. He has to tell his sales manager the facts. These are our costs; we want a profit, and this is our selling price. If you keep it up you will find that you win out. I have seen situations in which we have had to fight sales managers and salesmen. They finally caught on and they found out, if they were stiff enough and stuck to their price, the fellow bought. Then they realized

that the fellow was trying to knock them down and they did get the price. That is all the problem needs. It just requires a stiff backbone.

We want to keep this industry healthy. The farmers need a healthy industry. The packers need a healthy industry so they can turn out good products at fair prices for retailers and consumers. Let's get the job done. Let's make a profit.

Counsel LaRoe and President Finkbeiner have just talked very optimistically about conditions. However, I think a little word of caution ought to go out. We don't know where we are heading. We don't know whether we are going to get into war or not, but here is one thing, regardless of war: the automobile manufacturers are producing today at the rate of 9,000,000 cars a year, and the public can only take 5,000,000, according to the best estimates. I have my own opinion that the automobile manufacturers have been expecting trouble over the guaranteed wage, and they have been stocking their dealers well in case it did come up. Surely, they cannot continue to make cars this way. They are either going to have to cut down or they are going to have to close up for a while, and I think as soon as this thing is settled with the union, within a month or two, you are going to see some slack in the automobile business. When you do it is going to slacken a lot of suppliers and things won't look so rosy this fall as some people predict. ■

Packers and Farmers Must Change With Times



RETAILER JAMES BAY throws out some improvement suggestions at opening session.

OUR meat team is a huge thing, gaining momentum in its evolution from antiquated methods to keep pace with the progress made in other fields of industry. In the aggregate it represents the backbone of the nation's economy.

According to fairly recent statistics, approximately 180,000,000 head of cattle, sheep and hogs are now being raised on over 3,000,000 farms. Some 4,000 packinghouses and 350,000 retail meat dealers are engaged in the processing and distribution of over 85,000,000 lbs. of meats daily to the American people, and the potential is increasing. Every night when we sit down to eat there are 7,000 new faces at the table.

Sometimes I am prone to visualize this great team as a packer catching what the livestock producer pitches, with the retailer doing the fielding, while Mrs. Consumer looks on, approvingly or disapprovingly, sometimes amused and often confused. In any event, each

member of the team must play his own part well to stay in the game of operating at a profit. He must look out for his own interests while aiding his teammates.

In representing the retailer, I shall attempt to do so from the standpoint of the independent as well as the chains for, having been an independent for a few years prior to joining the Kroger Company, I am aware of many of his problems. Likewise, because we buy from both independent packers and the so-called "Big Four," I shall try to stick to pertinent points appropriate to the subject matter. We are all in business with the common objective of making money and our problems are fairly comparable.

What is it the retailer should do to carry out his part of the meat teamwork? First, he knows that there must be three phases to any successful meat merchandising program.

1. *Advertising* must be merchandised to attract cus-

tomers into our stores, for Mrs. Consumer is a bargain hunter. She wants to be regarded as a shrewd shopper. Also, she must control the purse strings so that there will be enough money to buy meat, as well as to take care of other household expenses, with a little left for that "rainy day."

2. *Displays* must be merchandised for freshness and eye appeal because research indicates that 66-2/3 per cent of buying decisions are made within the store.

3. The *service* must be merchandised for ease and swiftness of shopping; no longer is Mrs. Consumer willing to stand first on one foot and then on the other waiting to be served during rush periods. In short, Mrs. Consumer wants what she wants when she wants it and the only way to get maximum sales is to *sell* her what she wants and *not* what we believe she *needs*. However, we can *influence* her to want what we believe she needs through honest advertising and sound merchandising at fair prices.

Let me cite an example. It is on poultry. I know you are not interested in poultry as such, but the example is a concrete one and maybe the same philosophy and technique could be applied to some items in the meat business.

For years we stubbornly refused to sell any kind of poultry other than N. Y. dressed, that is, poultry with only the feathers removed and the head, feet and viscera intact. We didn't sell much either, because Mrs. Consumer did not like to buy poultry that way. She went to farms or live poultry markets for most of her requirements. What happened when we began giving her fully dressed poultry—making available what she *wanted* instead of what we thought she *needed*? Listen to these tonnage increases since 1947, the year we switched from N. Y. dressed to ready-for-the-pan poultry: In that year we sold 15,500,000 lbs. Using this year as a basing point, our increases were as follows:

	Per Cent		Per Cent
1948.....	30	1951.....	270
1949.....	94	1952.....	340
1950.....	180	1953.....	370
1954.....	500		

And all this only because we found out what the consumer wanted and then made it available to her.

Actually, we retailers operate a merchandising democracy. The voters are our customers, our stores the polling places, the brands and items the candidates. Naturally, we stock the kinds and brands to satisfy as many customers as possible, commensurate with turnover, inventory investment and display space.

Along with this there are eight other specific things that must be incorporated in every merchandising plan successfully to turn meat into money at the retail level. The eight things can be compared to faucets, each of which can be turned on as needed in direct ratio to its importance in satisfying the consumer. They are: freshness, variety, quality, uniformity, value, friendliness, cleanliness and convenience.

Freshness, the most important of all, becomes the direct responsibility of both the packer and the retailer. Friendliness and cleanliness fall squarely on the shoulders of the retailer.

The rangeman, the feeder, the packer, *and* the retailer

must join hands to produce variety, quality, uniformity, value and convenience.

With the growing trend toward larger supermarkets and shopping centers, these things become more important than ever. Take, for example, *freshness*! Many housewives shop only once a week, usually on Friday or Saturday when the family car is available. In our case, many Kroger stores do 65 to 75 per cent of their weekly business on these two days. So, when meat is purchased only *once* a week it must not only be fresh when *purchased*, but it must also be fresh when *used*, often five or six days after purchase is made.

Also, because we lose practically *all* personal selling effort as we convert from service to self-service meat, the product on display must look extra good to cause Mrs. Consumer to want it, because she makes the selection of her own volition. It must silently shout, "I'm fresh. I'll make your meal a success. Take me home!"

The foregoing trends pose a problem for both packer and retailer for each is confronted with shorter work weeks and unbalanced man-hour production. Nevertheless, each must gear his operations to meet the consumer's desires for she most certainly will *not* change her shopping habits to give us an even flow of business every day of the week.

What are some of the things the packer and the producer can do to aid the retailer in selling more meat?

1. Mrs. Consumer likes uniformity of price *as well as* uniformity of quality. For example, regardless of the grade of beef she prefers, she expects to find the same quality each time she goes to her market. Also, because her breadwinner's salary does not vary appreciably with the seasons, she would like to have fairly consistent retail prices. Could not the range man and the cattle feeder work toward supplying the market on this basis? Is there any reason why Choice cattle must continue to cost so much more in the summer than in the spring? Is there any reason why we must anticipate sharply increased costs in July?

Another major problem confronting some retailers today is the packer's apparent inability to purchase cattle on foot to grade up to his expectations after being dressed. Too often the cattle look good enough to classify as Choice when hanging on the hook, but fail to make the grade after ribbing. The bone, conformation, the color, amount and distribution of fat on the outside appear good enough to put them in Choice grade, but the amount of finish in the striated muscle is questionable. The packer contends he cannot afford to sell these cattle at Good grade prices.

What happens? Some retailers buy them ungraded at prices under the prevailing Choice market and use them advantageously to create price impression. Now, I ask you, when packer and grader cannot agree on the grade, how can we expect Mrs. Consumer to know whether she is getting value received? This is important to the retailer who merchandises only U.S. graded cattle because his costs go up as the number of cattle bought to make the grade fail to do so.

While we are on the subject, are we properly guiding members of 4-H calf clubs and other young feeders to produce the quality of beef to satisfy the majority of customers? Do they realize that a heavy fat yield is a liability and not an asset from the retailer's point of

view? Do they know that a lot of this fat that costs about 45c per pound must be cut off before the consumer will buy the meat? Do they know that this fat must be sold to the renderer for less than 5c per pound? Is there any merit in teaching them that the criterion to go by is to produce excessively fat animals at a cost so high that the majority of people cannot afford to buy?

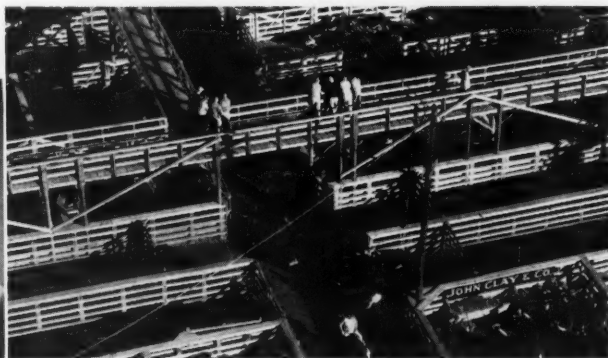
Getting away from cattle, what is being done to protect the prestige of the entire luncheon meat line? What answer is being given to the retailer who asks you to pack wieners or bologna down to a price instead of up to a *standard of quality*? All of us know how easy it would be to pack an inferior product that has all the outside appearance of a top quality item. But wouldn't this be getting immediate business at the expense of future sales?

Then, too, what can the packer do to aid the retailer in controlling the freshness of luncheon meats—actually

protecting the packer's brand name. Why not adopt a *standard* code dating system that could be used universally? It would help the retailer better to rotate cooler stocks and to check self-service meat cases for out-dated product. As it stands now, there are so many different code dating systems that the retailer is stumbling along in a maze of confusion. Should not code dating be regarded as a means of getting fresher product into the home rather than a tool to catch the unfair dealer who tries to return unsaleable product, made so because of his own negligence?

In closing, I am going to throw out a \$64 question. What is the future of centralized prepackaging of smoked and luncheon meats? Is the packer planning to keep his retailers competitive with the retailer who packages centrally? Should not the packer be in a position to package as cheaply in his plant as the retailer can at a central point? ■

Producers Helping Themselves On Hogs



MARKETER F. G. KETNER says farmers in Ohio area are running bases faster.

OUR PEOPLE are pleased to have had a representative of their group invited to talk over with you some of the common problems of our industry. I say "problems" because the accomplishments and the successes will take care of themselves, but we in the livestock industry do have some genuine problems.

I am assigned to discuss the topic of marketing. Frankly, we are coming to think in our territory that we are all engaged in marketing and that is the only business we have in this great livestock and meat industry—all segments of it. We are engaged in marketing a good, wholesome food product. We are engaged in providing better nutrition for better health.

This meat team of producers, marketers, slaughterers, processors and retailers is engaged in a pretty dynamic program. We are all coming to realize that we are in competition within our industry, and with other food industries, and it is real competition on a good, sound economic basis. Mrs. Thompson made crystal clear, as I think we must all come to realize, that we are working for the housewife and her family, and what she wants and when she wants it and where she wants it. It is our job to produce it because she can choose her foods. She has more selectivity than housewives have ever had before.

The retail people recognize that fact. Packers and

processors recognize it, and the idea is filtering back to the livestock farmers that we must produce for a different market. I suppose it was the lard situation that convinced us more thoroughly than anything else. We produced heavy hogs and gradually something was happening. Lard that formerly sold way above the price of live hogs dropped down below that price, and then lower, so that it constituted a terrific drag on hogs. Farmers should have understood that. We should have known about it much earlier and done something about it, but we didn't. The farmers finally concluded they should and could do something about that problem.

I think it was a problem created by the marketers and packers, because you bought hogs on the basis of weight, and more or less regardless of quality, for a long time. Buyers were not trained to buy on the merit of the animals, so farmers produced on that basis. Why shouldn't they? As a result we are losing our pork market. Just a short time ago pork was 27 per cent higher in tonnage than beef, and now it is about 27 per cent lower than beef.

The people in the eastern Corn Belt believe that the same genetic principles apply to the improvement of hogs as apply to the improvement of other livestock. So the feeling grew that we should do something about the amount of lard on a hog. Eight years ago a research

program was started to determine the influence of breeding, feeding and management in reducing the excess fat.

At that time we didn't think so much about increasing the muscling of hogs, but we are now finding out that we can not only reduce the excess fat, but that we can also increase the muscling. A swine evaluation station was built with the help of the industry, and experiments were conducted by the agricultural college in cooperation with the Department of Agriculture. We have just completed the first trial run. We have had some smaller experimental projects, but this was a project that accommodated a number of litters of the best pigs bred from the best meat type hogs that we have improved over the past seven or eight years. This first run brought out some very significant facts.

All of these test pigs that went in had first to clear certain hurdles as to the number of pigs in the litter, as to the 35- and 65-day weights and all of those factors. They were fed under absolutely controlled conditions to a slaughter weight of 200 lbs. They were slaughtered in the laboratory of the university. We wanted to find out something about the feeding efficiency of those pigs because we recognize we are in competition now in the production of meat with poultry, etc.

Our friend from Kroger talked about the tremendous increase in the amount of poultry. The poultry people are producing broilers at around 2 lbs. of feed per pound of broiler. The best we can do on hogs is between 3½ and 4 lbs. on the average—that is, 3½ to 4 lbs. of feed for a pound of pork.

How about economy of production? Well, you know about how many farm hands it takes to farrow a unit of 20, 30, 40, 50 sows—two, three, five men. One man with an efficient broiler plant can now put through four sets of broilers—let's say 40,000 to a plant—and that means 160,000 broilers a year. One man with his efficient plant will produce the equivalent of 500 1,000-lb. steers in a year. That is the sort of competition that we in the meat industry face.

The average feed consumption for these pigs was 331 lbs. for 100 lbs. of pork.

The cost for the meat type pigs was as low or lower than the production cost for fat type pigs and that is a point that is not generally realized. Maturity in these meat type pigs was reached as early or earlier than fat type.

The cut-out percentage of the primal cuts was 50½ per cent on the average in the upper bracket. They had to make 49 per cent to qualify. A number of pigs had primal cut-outs of 55 to 57 per cent. That makes a difference of \$1.50 or \$1.75 in value per hog. Reflect that back to the farmer, and it must be reflected back to him.

Marketing in the territory has now been geared to production. Some of the packers present have aided the program by buying hogs on their merits. Now every farmer in Ohio and Indiana who produces a good meat type hog, live graded, receives from 50 to 75c per cwt. price differential, not a premium. The hogs are sold on the basis of their actual worth.

Our program is now progressing very rapidly. The farmers are hunting for good gilts and good boars. I offer that merely as one illustration of a forward step in marketing.

NIMPA Officers, 1955-56

Chris E. Finkbeiner, president of Little Rock Packing Co., Little Rock, Ark., was elected to his second term as NIMPA president and board chairman during the association's 14th annual meeting. All other national officers also were re-elected.

They are: John E. Thompson, president of Reliable Packing Co., Chicago, first vice president; W. L. Medford, president of Medford's, Inc., Chester, Pa., treasurer; Wilbur La Roe, jr., general counsel, and John A. Killick, executive secretary.

NIMPA's six divisional vice presidents also formally began their 1955-56 terms at the annual meeting. John O. Vaughn, vice president of Oklahoma Packing Co., Oklahoma City, succeeded Finkbeiner as vice president of the Southwestern division. Carl H. Pieper, president of Oswald & Hess, Inc., Pittsburgh, took over as vice president of the Eastern division, succeeding John G. Stephen, vice president of Arbogast & Bastian, Inc., Allentown, Pa. Julius Hoffman of Hoffman Bros. Packing Co., Los Angeles, succeeded his father, I. H. Hoffman, as vice president of the Western division.

Continuing in office, following their re-election as vice presidents, are: John E. Thompson, Central division; George L. Heil, jr., president of Heil Packing Co., St. Louis, Midwestern division, and Frank Thompson, president of Southern Foods, Inc., Columbus, Ga., Southern division.

A lot of changes are taking place in marketing. One trend is to the near-home markets, and these afford some advantages that distant markets have never possessed. In the near markets the identity of the livestock can be maintained. The farmer can see the marketing practices and the benefits can be reflected to him. In my opinion, one of the major things that the near-home market will enable us to do is to bring about a more orderly flow of livestock from farm to market. Why should we have the tremendous peaks and dips in the flow of a perishable product?

In my opinion, coordination of effort and closer working relationships between the different segments of the livestock and meat industry can not only improve the product and make it more acceptable, as well as make for more economical production, but can also do much to economize in the process of marketing all the way through. This will be to the advantage of all segments. If the flow of livestock can be stabilized just a bit more, think of the tremendous savings in marketing expenses, stockyards, transportation, processing and all of those factors. There is much that we can do through some coordinated effort.

We need better livestock statistics so that we can operate with more certainty and less guesswork. This is possible by a joint effort between the industry and its various segments. We need more interchange of information between the different segments. I think the

meat team can meet and solve many of the problems that the industry faces today, to the mutual advantage of all of us.

This idea isn't just imagination. There is good evidence of it. The chain people are sitting down with the

producers, and the producers with the marketers, and the marketers with the processors. We have a much closer working relationship than we have ever had, but we can improve the position of all segments of the livestock and meat industry much more. ■

Cattle Producers

Work Hard

For Beef



CATTLEMAN JAY TAYLOR makes a pitch for the National Live Stock and Meat Board.

I AM delighted to be here for many reasons. I like NIMPA and have worked with your people all over the country. I like the way you do things. I like your attitude and your policy in Washington. You have good representation and you always have had. However, most of all, I like the idea of the independent packer because I come from the growing section of the country where we must have packinghouses close to the source of supply. It is due to the independent packers that this expansion has taken place in our country. I am grateful for it.

I am delighted that you are spending so much time thinking about competition with business from other sources. This chicken thing has worried us, I'll tell you. I am glad to know the hog boys are worried about the beef boys taking their profit because we finally must get down to the fact that we are producing meat in this country, and producing it against competitive foods, and competition is getting worse all the time.

I know all of you are familiar with the supply of cattle. We were a little disappointed that numbers went up a million head. I, for one, hoped they would go down. However, everybody has got into the act.

In this state of Mr. Finkbeiner's they have torn down a lot of trees and planted grass and I'll be darned if they can't raise cattle cheaper in parts of Arkansas than we can in the West. So we have competition from them. They have gone to eating beef in the Southwest, thanks to some of the independent packers' sales efforts. They want some good beef.

I can assure you packers, as a result of traveling around the country, that I see continued improvement in the quality of our cattle. I see continued improvement in the pasture lands in this country. I think you are going to find a different marketing setup, as we start in, in Florida, and come up all through the states, so that we will have cattle flowing into the markets at all times of the year. Newer methods of feeding face us, newer areas of feeding are coming in all the time. I think some day we can reach the goal where we will

have a continual daily supply of beef on our markets to satisfy your consumers.

The first cattlemen's convention my father ever took me to as a boy was far different than the ones today. They met, drank a little bourbon, and passed resolutions against you packers. They did not like the chains, either. We raised \$25,000 to keep the chain stores out of Texas at one time. We did not like anything anybody was doing. We cursed the government and the railroads and the bankers, and we sold our cattle and went back home and then did it all over again the next year.

We have come a long way. We found out, when we got in trouble, that we had a lot of friends in the business, and some of our best friends were the packers. They were the fellows who were buying our livestock, but we found that they would help us sell it.

Much to our surprise, we found that the chains were selling more and more of our products, and they, too, would help. The market and the commission men and the bankers—everybody wanted to help us.

It was at the Meat Board meeting that I first learned that someone else was doing something about the meat business besides me. I want to talk to you about the Meat Board. For 16 years I have been a director of the National Live Stock and Meat Board. I think its budget was about \$85,000 when I first went in. It is close to a million dollars now, and that sum is not nearly enough. Sitting around the table of the great Meat Board are packers and retailers and cattlemen and businessmen and everyone else connected with the livestock business.

We settle a lot of our problems there, and it was there that was born this business of "Let's get together and form a team," which you have been hearing about today.

I know that not all of you fellows are supporting the Meat Board. I think it is a shame. Every packer in the business ought to support it, because if you do not support your own institution, which is recognized all over

the United States and the world as the one capable, energetic voice of the entire meat business in this country, you are missing a good bet. If you do support it you can say to your producers, "I am helping to pay the bill to advertise your products."

I hope this suggestion will result in more of your members signing up with the Meat Board and making these collections. There isn't a cattleman's association that has not passed resolution after resolution on this subject. Frankly, I have said to many of them, "If I were you, a producer, I would not sell any cattle to a packer who is not paying the Meat Board, and does not take that 2c a head out of your check and send it to the Board with 2c of his own." I have said it many times, and I say it here today. If you do not do anything else but back the Meat Board when you get away from this meeting—if you remember that from what I have said—I will be delighted.

We did something about trying to promote beef. We did not want price supports and controls. The cattle caravan that went to Washington did not represent us, but was a bunch of rodeo riders and Shetland pony raisers. We have never wanted supports and have never asked for any, but we want to do something about our own business. We want to raise money and to advertise beef. We realize that we have a real product to sell, and we have never done anything about it.

We find that there are many problems in between that we can help with—in Washington, and by raising money for advertising, and getting you the type of cattle that you want to sell. State after state already is staging intelligent, capable and interesting programs for the promotion of meat. Some of these programs are very grand and have agencies operating them. Others are simply word-of-mouth support.

Four million people in this country are raising beef. I can deliver to you 4,000,000 cattlemen in this country who will help you sell your products. Isn't that a pretty good force for you? Aren't you overlooking the fact that the producers of this country want to help you sell your beef?

In Colorado they recognized that the producers did have some weight, and they started up beef bacon and beef sausage. One packer told me that in Denver it took 35 tons of Prime and Choice beef each week to supply his demand for beef sausage alone. That does not sound like a great deal to some of you packers, but it moves beef.

This program went over so well that only three weeks ago the President of the United States was served some beef sausage from Colorado. Why did it go over there? Because all the cattlemen and their wives walked into the meat stores and, if they did not see beef sausage, they wanted to know why. The dealer needs to have only three or four walk in before he is on the phone to tell the packer, "For heaven's sake, send me some beef sausage. I have a big demand."

That is how we can fit in to help you. My discussion is a little over-simplified because of the short time we have, but that is exactly what we can and want to do.

We like the idea of sitting down with you packers and the rest of the beef team and settling a lot of our problems. We like the idea of having you talk plainly to us. If we come up with a wild idea, we like to have you say, "That won't work," because we do not know anything about the packing business. We want to know you well enough that you will join in our council. We assure you we are going to do everything we can to see that our industry keeps on helping in the promotion of its own product.

Meat Type Hogs Are Fast and Economical



EXPERT W. PLAGER shuts out over-fat and "slim-jim" hogs and prefers the meat type.



WE CANNOT rest on our laurels of the past. All the improvements in producing hogs and in processing are not enough for present day competition. I would be the last to deny that volume is not an important factor in any business, but I believe that in the production and processing of hogs we have let volume overshadow quality. This has been especially true during periods of scarcity such as wartime. This volume emphasis, coupled with substitutes and changes in our eating habits, plus increased competition from other meats, fish and poul-

try, has found the pork industry giving ground to its competition.

We do not have to make one excuse for good pork products. Nothing is more palatable, tasty or nutritious than a good pork roast or ham. We have not had enough of the right kind of pork to meet our competition during the last few years—and sometimes we have had far too much lard. However, you folks know more about present-day fat problems than I.

I would like to discuss with you the swine producer's

shortcomings of the past and what he is doing to correct them. The producer has been reluctant to have his hogs sorted. Recent hog prices, meat type hog education, along with the drop in the per capita consumption of pork, have made the producer more grade conscious. The farmer learned long ago that many of the things he produces, such as cattle, corn and cream, are sold by grade. He also can and must become hog grade minded. Too many producers have felt their problem was production only and that consumer acceptance problems belonged to someone else. This kind of producer thinking is changing fast.

Two factors are always important in any business—cost and quality. The fortunate thing in hog production is that the right kind of hog—one that is well muscled—can be produced cheaper than the wrong kind, and, of course, has a lot more consumer acceptance. Many tests show better feed conversion with the meat type hog. Of course, many of the wrong kind of hogs have had the meat type label placed upon them. This is regrettable and it has retarded and discouraged producers because many of the so-called meat type hogs have been poor doers. Actually, they were only long, narrow, slim, poorly muscled animals with little resistance to disease—not meat type at all.

There is nothing secret about meat—it is only muscle. To have meat, you must have muscle, and so must the meat type hog have muscle. A tackle, guard or fullback on a football team is generally bigger and stronger than other members of the team. They must have muscle; so must the meat type hog.

In years past we raised two types of hogs, lard and bacon, and neither has been right. Some years ago, with lard selling at 82 per cent of carcass value per pound, we could understand the lard type hog's popularity. Following World War I, meat started to get the priority and bacon became the top selling primal cut. At that time it was at its height and that was about all we had on some of the hogs—bacon—and it was selling for 27 per cent over the per hundredweight carcass value.

Bacon is the only primal cut at the present time that is worth less—not much—but a big difference compared with the other primal cuts. That, coupled with the fact that many bacon hogs lack ham and general muscling, along with poor constitution and slow-growing ability, would eliminate them as meat hogs that can compete.

When lard type hogs replace some of their past width of fat with muscle, they cease to be lard type hogs and become meat type hogs. In the case of bacon hogs, when well-developed hams and more muscle in shoulder, back and loin are bred into these breeds, they, likewise, cease to be bacon hogs and become meat type animals. Both types of hogs have been modified thus in certain lines within breeds. Some breeds have more of the right kind because they have been more meat conscious.

Too many producers and hog buyers in the past have had the idea that all you had to do was buy a certain breed. Achievement of the meat type goal will be found within breeds, not between breeds. Breeding will be responsible, in the main, for any success in achieving the meat type hog. Breeders must have a goal to shoot for—a yardstick by which to measure accomplishment. Most of you are aware of the measurements.

With this in mind, the National Swine Record Asso-

ciation has set up a meat type certification program to ferret out lines of superior muscled hogs that are prolific and have doing ability. Several testing programs are now being sponsored by the USDA, colleges and breed associations. They are helping to find a much needed answer in swine production.

The first meat type certification program specification is that the litter meets production registry—that is, at least eight pigs raised to required weight at 56 days of age. Two pigs are slaughtered at six months of age, and again, must meet standards set for weight, carcass length and fat back thickness.

The last hurdle is area of eye muscle. A tracing is taken on transparent paper over the eye muscle. A planimeter is then placed over the tracing to determine the area. The loin was selected as loins are cut anyway; also, this measurement at this place does a good job of indicating the rest of the muscle of the carcass. Breeding stock that has met these requirements has terrific demand. The first litter to be certified came from Illinois and the second litter from Maryland.

The packing industry must train its buyers to do a better job of hog buying. Both sellers and buyers must be able to recognize the differences in hogs for trading purposes. To date, only a small percentage of the hogs coming to market qualify as meat type. Many more would be so classified if sold with the right amount of finish. Neither apples nor other commodities have been improved without some incentive. Fat hogs, selling for nearly as much or at the same price, will not improve pork quality. Doves of hogs must be bought on averages, not extremes. All producers can expect to get for their hogs is what they are worth—but swine growers do need encouragement to do a better job so that the processors will get better hogs and a product that will go a long way in selling itself.

The meat type hog will have to be of average dimensions, much of it being muscle. Any type of hog can be bred and produced by selection.

Around .8 per cent of the disposable income that was being spent for pork is going to our competition at the present time. Leaving too much fat on loins, hams, or other cuts, and use of fillers and excess fats to cheapen sausage, will only eliminate pork customers and the product, too.

The housewife objects to paying meat prices for products other than meat. She voices her disapproval by sales resistance. What does this mean to the processor? During the last 12 years, your industry profit in the years when pork consumption averaged less than 65 lbs., was only 72 per cent of the profit when consumption exceeded 65 lbs. Neither processor or producer gains by lower consumption.

Latest USDA figures show that the average farmer has \$50,000 invested to provide employment for one person on the farm—and I have a lot more than that on mine—in comparison to \$15,000 per man in industry. Both producer and processor have too much invested not to do the best job.

Meat type hogs processed to consumer demand will be better for everyone concerned. That is the only direction that has any future. The pork industry has been generally good to all of us in the past, and it is worth keeping.

In NIMPA 'Workshops'



Packer participates.

Last year the Provisioner called these clinic meetings "Shirtsleeve" Sessions, and so they were, for a heat wave had everybody shedding his coat. This year the "shirtsleeve" term still applied. The temperatures were lower, but packers literally rolled up their sleeves to learn more and share more for the good of the industry. The NP editorial staff brings you first hand reports on these 10 meetings.



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And audience cogitates—or so these serious faces indicate.

Accounting New Manual Opens Door to Improvement



SMITH MUNSON COOK ELSEN BRUNER REITZ STEPHEN

By EDWARD R. SWEM
Editor

NIMPA'S NEW MANUAL of standard accounting procedures, which will be published and sold to the membership soon, was the primary object of attention at the accounting workshop clinic held on the first afternoon of the convention.

Explaining that the manual is the result of a directive by the NIMPA board to the association's accounting committee to (1) Sell top management on the importance of adequate cost records and departmental accounting systems, and (2) Develop standard accounting procedures and aid small packers, panel and committee chairman Cletus P. Elsen, E. Kahn's Sons Co., outlined the book and its objectives for the audience.

The manual, said Elsen, is now in final form, although still subject to addition and correction. It is designed to help the independent meat packer operate more efficiently, and will provide departmentalized, up-to-the-minute financial data for those who employ it.

Elsen emphasized that the manual does not deal with price making.

Most small packers have a fear of a departmental system, Elsen commented, but, in fact, they can't afford to be without one. Such a system will more than pay its costs.

The speaker pointed out that a program of this type cannot be carried out without good accounting personnel; more than a bookkeeper is needed to do the job. One of the attributes of a good accountant is that after he has recorded results he can interpret them for management in an effective manner. The accountant must be able to sell his own ideas on policy to management and not take "no" for a final answer if he is convinced

that a certain course is best for the organization.

Elsen asserted that NIMPA can only furnish advice on procedures and appropriate forms (the manual); it cannot do the job of installing the system for the packer.

The manual sets forth a chart of accounts, providing recommendations for standard distribution of expenses, as well as recommendations for allocation of general plant, administrative and selling and delivery expense to departments and to products. The second step, Elsen said, is to provide adequate records of livestock and market purchases, yields, product transfers and labor costs. The manual also sets forth recommendations on handling plant and production records as well as forms for figuring product and conversion costs. There are also recommendations on pricing meat for inventory, transfers and product costs.

One of the first questions raised following Elsen's statement concerned the expense of installing a cost system. In answer it was stated that requirements would vary according to the size of the business, but that in-plant time will be needed for weighing, making tests and, perhaps, time study. Girls and/or machines will be needed for sales analysis. It was pointed out, however, that while it may take six months or more to install the system, the

PANELISTS

Cletus Elsen, The E. Kahn's Sons Co.; Dudley Smith, Elliott Packing Co.; Harry F. Munson, Luer Bros. Packing Co.; W. A. Cook, The Wm. Schludberg-T. J. Kurdle Co.; A. C. Bruner, East Tennessee Packing Co.; Harry J. Reitz, Reitz Meat Products Co., and John G. Stephen, Arbogast & Bastian, Inc.

job may be done gradually, with the existing staff, and that many records already kept will be found to fit into the new program. Several of the panelists were inclined to believe that in the average small plant additional personnel needs will not be great.

While departmentalization may start with a basic trilogy of pork, beef and sausage, larger and more complex operations may require 12 to 15 departments. A small packer commented that his books are set up on the basis of five departments—beef, fresh pork, smoked meats, sausage and lard—and that his organization looks at expenses in terms of the five categories. He said that departmentalization had not required addition of a single employee.

It was suggested that packers, while awaiting the manual, as an initial step in setting up the recommended system, might get their sales and sales by product analyses organized.

Animated discussion was touched off by the question, "How often should books be closed?"

Not less frequently than once a month, or once in four weeks, was the panel's opinion. An audience poll on the prevalence of a weekly P & L indicated that a surprisingly high percentage of the small and medium size packers represented follow this procedure. A barrage of questions on the relative intricacy of the practice brought out no clear-cut answers. It was indicated that the minimum requirement are a weekly inventory, which may possess advantages but may be less accurate than a monthly check; a definite stopping point on sales and inventory; easy availability of purchases; labor figures and data on other expenses, which may be estimated.

Whether a weekly P & L is desirable or undesirable depends on the packer and his operations. Elsen pointed out that if a packer knows his true costs and has accurate figures on actual sales realizations, a weekly closing is unnecessary. However, the packer with a weak price list adherence policy does need a frequent checkup.

The question, "How do you take a good inventory?" was answered, "Train your people to do it," and "The new manual tells how."

After Elsen had asserted that the manual has test sheets for determining costs on every processed product turned out by the meat plant, panelist John G. Stephen of Arbogast & Bastian stated that true product costs cannot be obtained without a departmental system.

Panel and audience discussion appeared to indicate that sales analysis by punch-card tabulating or similar machinery may be desirable from labor-saving and time standpoints when there are 2,000 to 3,000 invoices to be handled weekly. It was emphasized that such equipment can be used for many purposes, and is most economical when so employed; one packer reported that he is going into the field of receivables. Sales can be analyzed for each week early in the following period; one packer indicated that his firm makes a detailed sales check daily.

A number of the accountants present stated that they are able to give complete results to management within three or four days after each period's closing.

Elsen, in reply to a question, said that the manual makes definite recommendations as to the distribution of plant expense, administrative expense and selling-delivery expense. He pointed out that there is considerable



MEMBERS OF ACCOUNTING committee mingle with NIMPA directors just before the board meeting and dinner.

difference of opinion in regard to this subject and that the handling of selling-delivery expense is a particularly troublesome problem.

George L. Heil, jr., Heil Packing Co., injected the question of daily hog cut-out tests into the discussion. He said that since proper buying makes it easier to sell on a profitable basis, his firm furnishes its hog buyers each day with the results of current cut-out tests and a break-even figure to guide their buying. He said that he regarded such a practice as a "must."

Only a very small percentage of the companies represented at the meeting indicated that they ran daily cut-out tests and used them as a guide in buying operations.

Comparability of tests, yield, costs, etc., as figured according to standard procedures set forth in the manual, is one of the big advantages which can be gained by all from NIMPA's work, according to one of the panelists.

The group formulated tentative plans for holding meetings of accountants at the regional sessions of NIMPA.

After a unanimous expression of financial support from the audience and the panel, it was announced that publication of the manual in loose leaf form would be carried through by the committee and that NIMPA members would be given an opportunity to purchase as many units as they required at a cost commensurate with the expense of publication. ■



ACCOUNTANTS at their clinic expressed eagerness to get hold of NIMPA's new accounting manual.

Sausage Take Good Look at Concepts of Quality



PETERS

KRAUSS

MEDFORD

BEESLEY

QUANTITY IN SAUSAGE is a pretty hard term to define in a generally acceptable manner, it was decided at the sausage workshop clinic on Monday afternoon, although various members of the panel headed by W. L. Medford of Medford's, Inc., as well as audience participants, were able to point out some of the things that good sausage should or should not be.

One factor in quality, according to panelist Urban Reising, Emge Packing Co., is to have a finished yield that is neither too high nor too low.

"We find," said he, "that in an all-meat sausage if we get a yield much over 112, 113 or 114 per cent—that yield being taken from the meat, sugar, salt and seasoning ingredients—the product may come out of the cooler somewhat shriveled and dried out; the sausage does not seem to want to hold the moisture. If you get down much lower than 110 per cent your product has a tendency to be dry. So we strive at all times to arrive at a figure of about 112 per cent."

It was brought out in the discussion that quality sausage—a product that consumers will buy gladly—may not be the same in one locality or area as in another. Coloring may be a "must" for the sausage manufacturer who wants to sell his merchandise in one town, but may be unacceptable or prohibited in another.

One way to hold up your own quality standards and those of others in your territory is to stick to your guns, according to panelist Miss Stella Beesley, Beesley Packing Co.

"It is not uncommon for a salesman to come in at night and tell me about the competition out in the territory," she explained. "He wants us to cut the price on bologna or some other item. I wait until he has finished and then I start telling him that we do not want to make anything any cheaper than we are making it. I try to show them the good points they can take back to their customers and tell them our products are one

quality and that we won't turn out anything else under our brand name."

One processor suggested that if sausage manufacturers are proud of their products they should make their ingredient statements larger, but panelist Ray Peters, Peters Sausage Co., after expressing doubt as to whether consumers read ingredient information, commented that it might be better to improve the statements by leaving some of the ingredients out of the sausage.

Chairman Medford emphasized that a processor can hold his quality line against the efforts of chains and other buyers. He said:

"One member of NIMPA makes a fine product. In the Philadelphia area he sells all the big supermarkets and chains, including American Stores, A & P, etc., and handles them beautifully. He gets a little more money than some of the others. One of these chains called the firm and said that its products were too high, and that unless the processor cut his price the chain wouldn't buy anymore. The packer held fast, however, and in about two weeks the same chain called and asked the company to service about half a dozen stores in one neighborhood. The chain was told, 'There is only one way we are going to sell you the merchandise; we are going to charge you 2c a pound more than anybody else, and we are going back where we quit on that basis.'

"The chain bought the merchandise. If that can happen once or twice, it can happen many times. I don't think the thing that makes it happen is the color of your wrapper, or what you have on it. I believe it is what the

PANELISTS

W. L. Medford, Medford's, Inc., chairman; Ray Peters, Peters Sausage Co.; John Krauss, John Krauss, Inc., Urban Reising, Emge Packing Co., and Miss Stella Beesley, Beesley Packing Co.

youngsters say when they eat the product. I think the final test comes when your sausage is served on the table and everyone likes it."

Milk may be a quietening food for babies, but it proved to be an exhilarating word for the panel and the audience during most of the rest of the session.

When discussion started with a question as to whether the prohibition against use of dry milk solids in sausage in Pennsylvania resulted in a better product, chairman Medford answered:

"If we are going to sell meat we should not sell soybean or any other kind of flour. Having been raised in Pennsylvania under this setup, we feel in Pennsylvania that your sausage should be meat. A little milk powder cannot hurt it any, and, as far as I know, it might even be a help, but if you let the bars down and say, Okay, we are going to use milk powder, then the soybean comes along and you are going to have soybean flour."

Discussion broadened as NIMPA's general counsel, Wilbur La Roe, jr., sought an expression of the group's views, and the reasons behind them, with regard to current proposals for a change in the MIB regulations on dry milk solids. Following are some statements typical of those which were made from the floor and panel:

"Too much milk powder will sweeten the sausage and make the meat swell and burst open." . . . "The dry milk people take the position that since milk comes from the cow it is a protein product, just as good as meat, and it hurts their feelings to compare it with grain." . . . "In Michigan we are allowed 4 per cent milk powder and that's about as much as you should use, although it does give a smoother product." . . . "Much over 4 per cent is unpalatable." . . . "I say if you use 10 or 15 per cent milk, add a little more salt and you have just as good a product" . . . "Milk is one of the best foods. How can we say that adding it to sausage makes it less a quality product?" . . . "I am not in the milk business, but I am in the sausage business. I don't want to use any more milk than I have to. I do feel that the small amount we are allowed by the MIB does not hurt the product and, in fact, probably makes it just a little bit smoother. If we want to sell sausage let's sell sausage and not sell bread or dairy products."

"I think probably the consumer's opinion of what he

is buying may be one of the answers. I believe generally the consumer thinks that when he is buying bologna he is buying a meat item, just as when he is buying beef stew. If he bought 2 lbs. of beef stew and got a pound of beef and a pound of powdered milk, I don't believe he would be happy." . . . "Milk powder is an additive and it serves a function; at what point does the additive cease to serve its functional purpose—at 3, 4, 6 or 8 per cent?" . . . "Milk powder, because of its sugar content, is likely to disturb the balance that you want to maintain in keeping quality." . . . "We are in the meat business primarily, I presume, to make money. If you can put out a palatable piece of merchandise using milk to your particular trade area, without transgressing state or federal restrictions, I think you ought to try and sell as much as you can and keep your quality where it belongs and go ahead and use your milk if you can."

In response to direct questions by general counsel La Roe and others, Fred Pahlke of the American Dry Milk Institute asserted that the group only wants the MIB to put dry milk solids in a different category than cereals. He said that the Institute will not ask the MIB

A more definite statement of the American Dry Milk Institute's objectives in its petition to the MIB will be found on page 122.

to permit use of more than 3½ per cent dry milk solids in sausage. In response to a query by La Roe as to whether this might mean 3½ per cent dry milk plus 3½ per cent other added material, Pahlke answered:

"No. We want to have the same amount, 3½ per cent. We want to have the dry milk taken out of the same category as cereal. You can use 3½ per cent dry milk or 3½ per cent cereal or 3½ per cent potato flour."

Among the questions brought out at the meeting was one concerning the best time to add salt in chopping; it was answered that it should be added at the beginning.

Discussion between the floor and panelists indicated that smokehouse processing time for good frankfurters may be anywhere from 1¼ to 3 hours, depending on the heat and other factors. It was pointed out that the shorter time calls for a somewhat higher out-of-cutter temperature—perhaps 60° to 70° F. ■

THE BOARD OF directors worked hard, long and seriously on NIMPA affairs at a dinner on Monday night. The solons were shown in a more relaxed mood here as someone told a joke.



Sales Management Aggressiveness Spurs Progress



PIEPER

DILLINDER

JOHNSON

FINKBEINER

GRIFFITH

MIHILL

By VERNON PRESCOTT
Managing Editor

THE best way for a packer to outstrip competition is not through price cutting, use of gimmicks, or sacrifice in quality, but through the building of a competent, hard hitting sales force. This, in capsule, was the essence of the lively sales management meeting held on Monday afternoon.

Chairman of the panel, Chris Finkbeiner, admonished packers who have sales problems to get out of the packinghouse and into sales. It'll open your eyes, give you a real challenge, he said.

To cover the broad and often stormy waterfront of sales management, each panel member first talked on one phase of the problem. Topics ranged from training, through promotion, salesmanship, advertising, the psychology of sales and the product itself.

VETERAN PACKINGHOUSE man C. C. Mihill of Luer Bros. Packing Co., Alton, Ill., provided a historical backdrop for sales training by recalling the best source of salesmen before World War II. Packers sought to recruit men from retail stores, he said. Such men, who had valuable experience in meat cutting and selling at the retail level, made good salesmen after only short learning periods. Later, as supermarkets gained prominence, packers attempted to wean men from the large stores.

Today, however, this source is about dried up and the problem of hiring good salesmen is a constantly recurring one.

It was generally agreed by the panel and the audience that a sales force can't be bought. It must be built. But how do you recruit men of the caliber being sought by other huge manufacturing and processing industries today?

One packer told of visiting a local university in search of young talent. He found that the du Pont Company

already had its eye on the budding Bachelor's and Master's degree candidates, marking them for duty from their sophomore years.

The meat industry, at least at the small packer level, can hardly compete with such organized recruiting tactics, he asserted.

Another meat man related how a midwestern packer cultivated the interest of ag students about to graduate from a nearby college. Each year, with the blessing of the school officials, he brought a group of the students to his plant. He showed them the entire operation, dined them and regaled them with the opportunities and challenges of the packing industry.

For five years the packer repeated this performance, but not once did he receive a letter of inquiry or job application from the young men who had visited his plant.

A happier experience along the school recruitment line was told by Harvey Osterhuis, sales manager of Reliable Packing Co., Chicago. Reliable has been giving summer jobs to University of Illinois Agricultural School students. "This is a wonderful and practical way to get these talented young men into sales," Osterhuis said. "They become familiar with our plant, learn our methods and problems and at the same time earn money to continue school." Osterhuis is confident of adding

PANELISTS

Chris Finkbeiner, Little Rock Packing Co., chairman; Carl H. Pieper, Oswald & Hess, Inc.; Wm. O. Dillinder, Seitz Packing Co.; Ray F. Johnson, Lubbock Packing Co.; A. D. Griffith, Southland Provision Co., and C. C. Mihill, Luer Bros. Packing Co.

many graduate students to Reliable's sales staff.

Once you've hired men, how do you train them? William Schluderberg of Wm. Schluderberg-T. J. Kurdle Co., Baltimore, said his firm employs a sales training program taught partially through its own manual. The trainee reports for four weeks during which time he learns about plant operations and then goes into the sales office.

The trainee works at different times with several salesmen. If he's observant, he can pick up their good traits, shun their bad ones and gain a wealth of sales know-how.

To supplement the training program further, Schluderberg said the men take courses in salesmanship from outside institutions at company expense.

It was agreed that the new salesmen ought to have a thorough indoctrination in plant practices, spending time on the cutting floor, in the smoked meats and curing departments and on the kill floor. Mihill suggested they be taught to identify all meat cuts and especially offal items, with which many salesmen are unfamiliar.

He remarked that actual demonstrations provide excellent training ground for a new salesman. While demonstrating his company's products in retail stores, he gains confidence in the line and in himself as a salesman.

Pre-hiring aptitude tests were advised to determine a budding salesman's potential.

In connection with training another packer told of an upsetting experience. His firm lost its entire sales staff within a short time. The depleted force was restaffed with young men who weathered the storm quite well. However, the younger men had difficulty selling fresh beef. It seems, the packer said, that the retailers don't have enough confidence in them.

Panelist Andy Griffith of Southland Provision Co., Orangeburg, S. C., advised that the packer place a highly competent, older man in the beef cooler and make him acquainted with all the accounts.

Chances are the retailers will rely on his judgment and the younger salesmen will gain confidence knowing they are backed up by an "old hand" at the plant, Griffith said.

Schluderberg said he believes older men are better at handling beef sales because a truly good beef man doesn't learn all the facets of his trade from books or a brief training course. Retailers and other customers know this and therefore place greater trust in the mature salesmen.

AN IMPORTANT PHASE of sales management is sales promotion. Panelist Carl H. Pieper of Oswald & Hess, Inc., Pittsburgh, remarked that literally everything concerned with the making and merchandising of a product has in it the elements of promotion.

Promotion starts first, he said, with quality. A quality product is its own best promotion. "In Pennsylvania we have the toughest sausage laws of any state, but we also have about the highest per capita consumption of sausage in any state." The link between quality and sales is obvious.

Promotion starts with packaging. Don't let any old "fuddy duddy" hold you back on designing the best package you can to promote your product, he warned. Packaging is a must today and money must be spent



POINTS ON SALES training are driven home by industry veteran W. F. Schluderberg during audience discussion at sales meeting.

to make it both competitive and sales-compelling.

Promotion starts with advertising. Without getting into the fine points, Pieper said liaison is the important thing. Be certain that everyone concerned, from the sausage foreman to the retailer, knows about the advertising program, its scope, timing and the media employed.

Promotion starts also with the differences in your products. If they have unique qualities of taste, ingredients, etc., let the public know about them.

Promotion starts with surveys. How can you promote intelligently if you don't know the public's desires? Find out where your product stands before you promote it.

Promotion starts too, with salaries, Pieper said. Give your men a little more money. They will appreciate it and put out greater selling effort. "Some of our salesmen earn over \$10,000," Pieper said, "and they really do a job. Perhaps they should be getting even more."

CLOSELY AKIN TO SALES training and promotion are selling tips and thoughts for the practicing salesman and/or company sales force.

Panelist Bill Dillinder, sales manager of Seitz Packing Co., Inc., St. Joseph, Mo., offered significant information along this line. To sell, a salesman must think. Some think the right way intuitively. Others must be helped. The Seitz sales personnel sat in on several sessions given by Fred Sharpe of the University of Kansas. The results were well worth while, according to manager Dillinder.

Some of Sharpe's practical selling tips follow:

1. Don't be satisfied with the job you're doing or rest on past laurels. If you're still coasting on sales records established in war shortage years—burn them. They're wrecking your record now.
2. Don't be discouraged with slow growth. I saw a boy start out to kindergarten one day. Years later I saw him graduate at college and asked his father, "when did your boy grow?" He said, "I don't know. I saw him every day, but I don't know when he grew." It is hard to say at what particular time you grew into a salesman.
3. Every sales experience should teach you—particularly the bad ones. You can usually figure out why a sale was lost if you analyze the facts carefully.
4. Be inquisitive about sales information. Read every book, article and hear every sales lecture and presentation you can.
5. Sell quality and forget the price.
6. Don't stop learning. You have to keep up to date.



MORE CONVENTION
comings, goings and doings
are shown as intercepted by
NP cameraman. Man at
left in audience didn't swal-
low eye glasses.



"While you're green, you'll grow; when you're ripe, you'll rot."

7. The sales picture is divided as follows: 15 per cent knowledge of product and 85 per cent handling of people.

Assuming that you can teach a salesman the 15 per cent knowledge about product, how can you help him with the difficult task of handling people? Dillinder offered some ideas along this line:

1. Be sales minded. It shows. Do what you say you'll do—be dependable. This is very important to future dealings with your customers.

2. Cultivate the art of public relations. Initially, you have either looked good or bad to your customer. Do

they buy the product without regard to you simply because they know it is good and can provide gain for themselves, or do they also like you as a person?

3. Don't antagonize your customer by blowing smoke in his face, distracting him when he's busy or some other bothersome action. Rather, keep your actions and dress on the safe side. Use a smile and be enthusiastic. It's catching.

4. Correct bad selling habits by becoming a leader. Don't be apologetic—know your line and deserve the respect you can command. As a leader you should have interest in people and talk in terms of what the product will do for your customer. Check on his background and make him feel honestly important. You must have a powerful personality, retain dignity and still be able to mingle with the crowd.

5. As a salesman you should be molding opinion by careful, penetrative thinking. The mind of a salesman must have the power to guide emotional pressures into constructive behavior. He must have a scientific mind, being able to take things apart bit by bit to see what makes them work.

What are some of the barriers to cooperation between buyer and seller and how can they be overcome?

1. **Fear.** When a buyer won't buy your product, it's because he's afraid he can't make money with it. Show him the light—convince him the product will sell for him, add prestige to his store and that others are using it.

2. **Antagonism.** Customers often are antagonistic toward salesmen because of some unfortunate experience they've had. Be certain you're not provoking your customer. If you are, he'll never buy. Think what you want to say and say it from logic, not emotion. Sell with cold facts and appeal to the customer's emotions by telling him what the facts will do. Further, teach your customers how to sell your products to their customers.

3. **Misunderstandings.** Make yourself clear in all dealings with customers and carry out your obligations to the minutest detail.

Here are some ideas on ways to handle certain sales in relation to:

1. **The old, steady customer.** Don't be too familiar—keep one foot on a pedestal so he will respect you. Ask him about things he's interested in. If you put your foot in it, pull it back, and fast. Don't waste time visiting. Don't talk politics or weather. Let him talk and agree with his opinions.

2. **Old customer who is now not active.** Never tell him you were in the neighborhood and just dropped in. This is an insult to his ego. Call him by name and be friendly. If he does the St. Vitus' dance, dance it with him. Apologize if you should. Refer back to successful dealings you've had with him in the past, for most people are sentimental. Put yourself on the offensive by asking him questions which demand a "yes" answer.

3. **New customers.** These are the fellows who say "too many salesmen call on me." To avoid being in a class with other salesmen use good timing. Be smart by playing dumb when you should. Be sure, if you quote a satisfied customer, that you quote him correctly.

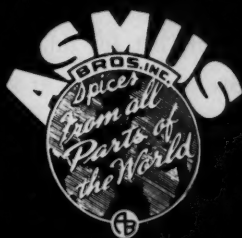
Some other general tips on selling were offered by Dillinder: Be certain you time your visit properly. If you have an appointment, be there at the appointed time. If you say you want only ten minutes, then take

Important...

to everyone who eats your products!



FINE FLAVOR that creates repeat sales is assured when
you use Asmus Brothers select spices and seasonings.



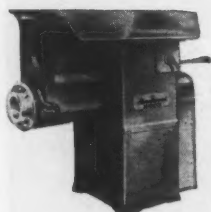
Asmus Bros. Inc.

Spice Importers and Grinders

523 EAST CONGRESS

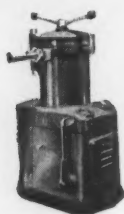
DETROIT 26, MICHIGAN

Announcing . . . THE MATADOR 500* HI-SPEED CUTTER WITH TWO SPEEDS!



**MATADOR
SENIOR GRINDER**

Large pitch feeder for continuous rapid grind. Has famous Matador principle of coarse and fine in one operation. Capacity up to 6000 lbs.



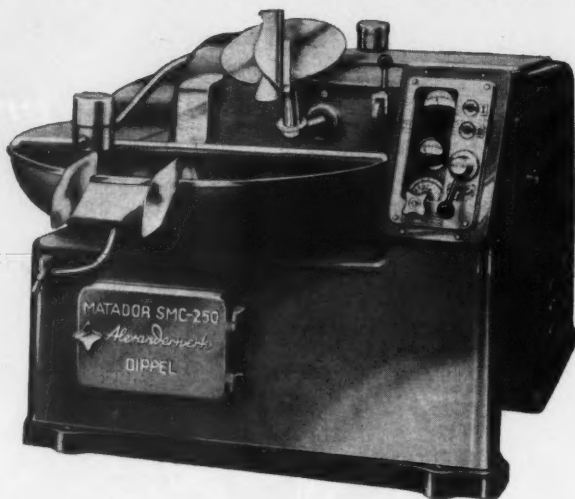
**MATADOR
HYDRAULIC STUFFER**

A self-contained unit in 65 lb., 100 lb. and 150 lb. capacity. Optional with linking attachment, hand operated or fully automatic.



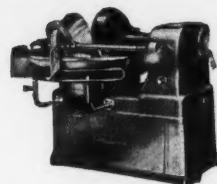
**DIANA
DICING MACHINE**

CUTS STEW MEATS . . .
FAT BACKS . . . SPECIAL-
TIES . . . BEEF . . . LAMB
. . . VEAL . . . CHICKEN
AND OTHER FOODS . . . in
uniform cubes of desired size.



**MATADOR
JUNIOR GRINDER**

Produces unequalled quality, cool grind. Includes famous Matador principle of coarse and fine in one operation. Capacity up to 3000 lbs. per hour.



**MATADOR
SILENT CUTTER**

Advanced modern design with many exclusive safety and sanitary features. In 100 lb., 150 lb., 300 lb. and 550 lb. sizes. Self-emptying attachment optional.



**MATADOR
ROTARY MIXER**

Mixing bowls mounted on wheels . . . can be moved to any part of the plant . . . at the same time substitutes for hand trucks. In three different sizes.

MAKE COMPARISONS AND CHECK BEFORE YOU BUY!!

- ✓ Maximum Hi-speed production.
- ✓ Cutting of large or small chunks of frozen, chilled or soft beef, pork . . . fats, etc.
- ✓ Minimum elevation in temperature.
- ✓ Improvement in your sausage meats . . . no smearing . . . better binding.
- ✓ Complete instrumentation and electrical controls for maximum efficiency and safe operation.
- ✓ Automatic hydraulic lift for lid.
- ✓ Two speeds, knife shaft R.P.M. at 2400 & 1200.
- ✓ Production per hour against cost!

Detailed technical information now available will prove the superiority of the MATADOR HI-SPEED CUTTERS. COMPARE BEFORE YOU BUY!

* 500 lb. cutting capacity.

Phone, Wire or Write



C. E. DIPPEL & COMPANY, INC.

126 LIBERTY ST.

Phone REctor 2-4279

NEW YORK 6, N. Y.

SOLE CANADIAN DISTRIBUTORS: CANADA COMPOUND COMPANY,
1668 ST. CLAIR AVE. WEST, TORONTO 9, ONT., CANADA

only ten. You must end the interview yourself. If possible, draw on the customer's curiosity until he wants to give you more time—then close the sale.

In winding up, Dillinder mentioned several reasons why merchants either dislike or like salesmen. On the minus side were these factors: Salesman doesn't know his business or product. He presents no new ideas. He knocks his competitors. He talks too much. He doesn't know his sales talk, makes poor presentation. He complains about poor business conditions, and he recites personal problems.

Merchants like salesmen who make friends easily, who handle complaints properly, who know their products and business, who never knock competitors, who keep personal affairs to themselves and who are careful about appearance and habits.

OTHER FACTORS AFFECTING sales management were aired at the meeting, which by this time was covering not only the waterfront but a lot of other territory as well. The question of gimmicks caused some interesting discussion when a packer remarked how successfully gimmicks are used by cereal manufacturers.

It was Tommy Tomson's opinion (Marathon) that gimmicks have no place, at least not on a general scale, in the meat industry, because they are costly and can result in competitive wars that may spell ruin. He cited the terrific beating taken by the margarine industry through gimmicks. Cereal people can employ gimmicks advantageously because of the nature and cost of their product. He pointed out that Kellogg did a \$129,000,000 business and realized a \$25,000,000 profit before taxes.

The high cost of raw materials and the low profit margins in meat packing make gimmicks risky indeed, he said. Chris Finkbeiner observed that gimmicks are dangerous devices for the packer and said you must stay within a workable percentage of raw materials cost to total sales. There "just ain't no room for gimmicks" in that percentage, he warned.

Another problem of more than passing interest to packer sales forces is the trend of food chains toward private brands on meat products. Several packers commented on this swing in their areas. It seems definitely to be on the increase.

Big Chris threw out this question: Why do chains want private brands? One packer said it eliminates competition among brands. The chain offers one brand only and can charge about whatever price it desires.

Another packer said chains don't want to be in a position where they are forced by consumer demand to stock a brand item made by any one packer. With everything under one brand the consumer takes it or none at all.

Still another packer said chains want private brands so they can get packers to bid on the orders. With packers lowering prices to meet bid competition, the chains can buy cheaper.

Further, a packer added, chains can cut quality whenever they want to if they sell under a private label.

Along this line, the subject of cooperative advertising cropped up. The independent packers objected vociferously to the practice. They didn't quite call it black-mail on the part of large food merchandisers, but felt they got little from the deal, having often to pay national rates for what amounted to local advertising.

The tie-in feature is simply this: A large house which

carries a packer's brand will agree to run advertising on his product along with other advertising if the packer will pay a share of the ad bill. It seems that if a packer refuses, his brand will not get the benefit of store advertising and may sit in the showcase while other brands outsell him hands down.

WHAT CAN BE ACCOMPLISHED through a packer's own advertising program was told by Panelist Roy F. Johnson, Lubbock Packing Co., Lubbock, Tex. "We're a small house but have increased our business substantially since starting an ad program five years ago," Johnson said. Newspaper were used first, then radio and television. He stressed the need for individuality in advertising by having something that will distinguish your product in the mind of the customer.

New products, Johnson said, are important if an advertising program is to be effective. "Recently we introduced newly packaged brains, sweetbreads and sliced liver over television and gained good acceptance."

Advertising, too, is the power behind the salesmen. It opens doors for him that otherwise would remain shut. Johnson's firm spends 1/2 of 1 per cent of its sales on advertising.

NOW HOW CAN the independent packers meet and overcome the tough sales problems they face today? Chris Finkbeiner had some ready answers which he seasoned liberally with home spun Arkansas humor.

First, he boomed, you've got to have a quality product, then build a quality sales force to sell it. Make selling a profession, for that's what it is. A quality product properly merchandised is the answer to price cutting and a lot of other sales ills.

In building customer relations, Chris used a phrase called "franchising a new market," and explained it this way. The housewife likes to do business with friends. She's friends with the butcher, the baker and the shoemaker. If she didn't like these people she'd take her business elsewhere. If we can become a good friend of the housewife through our advertising, the quality of our product and our service, then we've really developed a new franchise.

When it comes to advertising, don't do it unless you have two things to offer—quality and quantity. If you advertise hams and have only 1,500 to sell, they may go fast. You've not made friends with the hundreds of housewives who can't buy because you failed to provide.

Remember, Chris emphasized, the independent packer has a tremendous advantage in being able to saturate his market continually with advertising. "I thought a few years ago that I was going to sell all the meat to the whole world. I don't anymore. Now I realize the tremendous market potential in Arkansas and am merchandising that area through every means possible.

"The larger packers have to spread their advertising thin. We can concentrate it in certain areas and really sew up a market."

Finally, the discussion simmered down and the last comment had come from the floor. The irrepressible Finkbeiner, who had kept the audience in high good humor all afternoon, closed with this thought: "A lot of things I told you about in this meeting I don't do myself, but they sound so good I'm going home and try them. The meeting is adjourned."

Look how the market for animal fats in feeds has grown!

TENOX ANTIOXIDANTS HAVE HELPED THE MEAT INDUSTRY FIND A NEW MARKET FOR INEDIBLE GREASES AND TALLOW

Stabilized animal fats have found a vital growing market in feed-stuffs. Alert feed manufacturers are using increasing amounts of animal fats to improve the quality and palatability of their product. Feed fortified with animal fat helps beef steers and hogs add weight faster, poultry to grow bigger and better in quality.

According to the American Meat Institute, this expanding market for animal fats has grown from only 10 million pounds in 1952 to a current rate of 250 million pounds.

That's a 2400% increase in only 3 years!

Eastman has played a double role in the development of this market. Through TENOX antioxidants supplied by Eastman, it became possible to stabilize animal fats and protect them against the oxidative deterioration that causes rancidity. (Animals will go hungry rather than eat normal rations of feed if the fat is rancid.)

Through an educational program being carried on by Eastman, stabilized animal fats have become an accepted feed component whose usefulness is recognized by farming authorities, nutritional experts, poultrymen, ranchers and feed manufacturers. This program includes articles in over 200 trade magazines and newspapers . . . speeches at feed and agricultural conferences . . . exhibits . . . promotional literature.

TAKE FULL ADVANTAGE of this new development in feed manufacture. Get your share of the expanding market for inedible greases and tallow. TENOX antioxidants are inexpensive to use. For further information about the quantity and type of TENOX best suited to your requirements, write Eastman Chemical Products, Inc., Chemicals Division, Kingsport, Tenn., a subsidiary of Eastman Kodak Company.

SALES OFFICES: Eastman Chemical Products, Inc.—Kingsport, Tenn.; New York—260 Madison Ave.; Framingham, Mass.—65 Concord St.; Cleveland—Terminal Tower Bldg.; Cincinnati—Carew Tower; Chicago—360 N. Michigan Ave.; St. Louis—Continental Bldg.; Houston—412 Main St.; **West Coast:** Wilson Meyer Co., San Francisco—333 Montgomery St.; Los Angeles—4800 District Blvd.; Portland—520 S. W. Sixth Ave.; Seattle—821 Second Ave.; Salt Lake City—73 S. Main St. **Canada:** P. N. Soden Co., Ltd., Montreal, Quebec—2143 St. Patrick St.



1952
10,000,000
POUNDS

1955
250,000,000
POUNDS

Tenox

Eastman food-grade antioxidants

Industrial Relations 'Human Element' in Bigger Role



UNWIN FAUST KONCEL RODGERS PURCELL LINGLE BURDETTE FIROR

By ALICE ROPCHAN

Assistant Editor

TWO SPEAKERS from widely separated positions in the field of industrial relations held the rapt attention of their audience in the workshop clinic held on Tuesday morning as they emphasized the importance of good faith and an understanding approach in employer-employee relations.

In the first talk, Philip Ray Rodgers, member of the National Labor Relations Board, discussed the work of the Board under the Taft-Hartley Act and explained some of the thinking that goes into its decisions. Father Theodore V. Purcell, famed for his research on the attitudes of packinghouse workers toward their company and union, held out the hope for harmonious coexistence where workers do feel a "dual allegiance."

The clinic had been well organized by chairman E. Y. Lingle of the Seitz Packing Co. and many interesting viewpoints were brought out during the talks and question and answer period.

WORK OF NLRB: Functions of the National Labor Relations Board in enforcing the Taft-Hartley Act were outlined in a talk by Philip Ray Rodgers, a Board member.

The Taft-Hartley Act, which is the only law with which the Board is concerned, has three fundamental objectives. These are:

1. To encourage the free flow of commerce by reducing labor disputes.
2. To permit individual employees to join or refrain from joining labor organizations.
3. To require collective bargaining between an employer and union where the union represents the majority of that particular employer's employees.

Stating that the Taft-Hartley Act has been and continues to be a controversial piece of legislation, Rodgers

emphasized that regardless of its merits or demerits, it is the law of the land and everybody is required to observe it.

The Board, by virtue of the Taft-Hartley Act, was established as a quasi-judicial agency for the purpose of solving legal disputes—not labor disputes. There is a general misconception that the Board intervenes in disputes to bring about adjustments and settlements. This is not correct. The Board moves only when it has been alleged that either party has violated the Taft-Hartley Act.

"We do not set our own processes in motion," said Rodgers. "I think that is a desirable situation because no matter how many agents the Board had, we could not undertake to audit the labor relations of all employers. We do not send representatives around the country looking for violations. A claim must be brought by the aggrieved party to the Board."

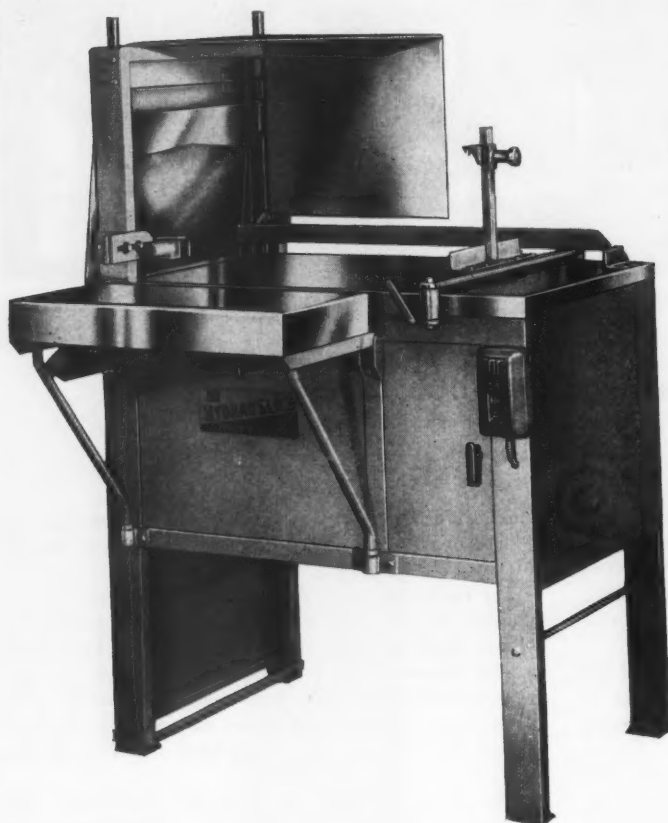
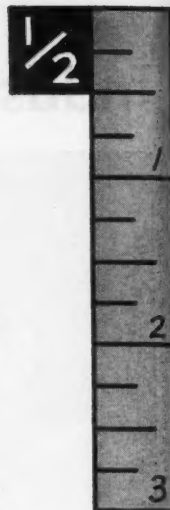
The NLRB is divided into two segments: the general counsel and his staff and five Board members.

The general counsel, appointed by the President, is in charge of the regional offices, of which there are about 27 throughout the country. It is his obligation to decide whether or not complaints should issue and, largely, whether or not elections should be held. He is in com-

PANELISTS

E. Y. Lingle, Seitz Packing Co., chairman; Richard Unwin, Reliable Packing Co.; John J. Faust, Heil Packing Co.; Elmer Koncel, Louisville Provision Co.; the Hon. Philip R. Rodgers, member, National Labor Relations Board; Father Theodore V. Purcell of Loyola University, Chicago; James A. Burdette, Arbogast & Bastian, Inc., and Frank Firor, Merkel, Inc.

Cut ANY UNIFORM THICKNESS
FROM 1/2 TO 3 INCHES...



Slice frozen
meat from
the freezer
without prior
thawing on
this adjustable

GM
HYDRAUSLICER
FROZEN MEAT SLICER

Reg. U.S. Pat. Off.

◀
R/F TYPE
Automatic ram fed with positive
ratchet rack hold-downs and
fold down loading table

For slicing frozen meat the HYDRAUSLICER has no peer. Eliminate double handling, do away with cluttered floors. By reducing shrinkage, off color, and off taste, you improve end product quality. The HYDRAUSLICER is constructed for high output with every safety precaution. Fully enclosed mechanism and stainless steel tables assure sanitary operation and facilitate rapid cleaning. One man operation, automatic feed, adjustable guide rails, thermal overload switch, fold-away loading table, and optional front and side safety guards round out some of the outstanding features of the HYDRAUSLICER. It is truly an amazing frozen meat slicer.

Write today.



Standard Type with hand operated
ram feed.

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Gc **GENERAL MACHINERY CORPORATION**
SHEBOYGAN, WISCONSIN

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plete charge of the investigation and prosecution of all cases. His representatives have the continuing contact with the public.

The Board, which is comprised of five members, is confined to the judicial aspects of the Taft-Hartley law. The Board must determine, after the case has progressed through various stages, what the final decision should be.

When a union undertakes to organize a plant, it ordinarily will file a petition for an election with the regional office. The petition must show that 30 per cent of the employes have indicated they want that particular union to represent them. Rodgers said he believed that the 30 per cent showing should be more carefully investigated than it is at present, but that it was outside his province.

If the regional director is satisfied with the showing he will order an election. By a majority vote, that election will determine whether or not a particular union will represent the employes.

Under the law, a representation case, that is, a case involving a request for an election, is not an advisory proceeding. It is an administrative proceeding. Therefore, the hearing and other preliminary procedures are not as formal as is the case in complaint situations.

Where there is an allegation that the law has been violated, the regional director investigates the situation. If he is satisfied that there are reasonable grounds for belief that a violation has taken place, he will issue a complaint in which he will outline the charges which have been brought.

A complaint case is a case in controversy and, therefore, is handled more in accordance with established due process. It is heard and decided by a trial examiner and his decision is ordinarily appealed to the Board for a review and final determination.

The NLRB and all its agents are obligated to extend to all parties all the protection of the Constitution. The cases, when they get to the Board, sometimes are the subject of prolonged argument among Board members. In the main, however, most of the decisions have been unanimous, although a few have been on a divided basis. Rodgers commented wryly that every decision, depending on the position of the commentator, is either a well-reached and logical opinion or a biased, distorted interpretation of the law.

Saying that the Board does not like to preach or meddle, Rodgers asserted that "we would be very happy if all the unions and employers would solve their own problems without looking to us for assistance or guidance. Unfortunately, when difficulties occur, the law places upon us the responsibility of deciding the matter and we do it. Seldom if ever is a decision universally accepted as making any definite contribution to this very controversial field."

The agency handles between 12,000 and 15,000 petitions and charges each year. Ultimately the Board itself must decide between two and three thousand of those cases.

"We don't get the easy ones," said Rodgers. "We get those that are quite involved and in which there is a great deal of merit and I might say determination on both sides.

"It is a tough job to try and keep abreast of that situation and when you couple it with criticism that comes from almost every quarter you have to agree with the observation of an outstanding labor writer that 'the fact

that there are five American men who will serve on the NLRB is proof of the old adage that all fools are not dead yet'."

Rodgers asserted that the law is a sweeping one. Its success or failure depends upon the voluntary action of those whom the statute is designed to reach. There is no way in the world that the NLRB can force acceptance of the law. Like every other American law, it is based on the premise that the overwhelming majority will voluntarily adhere to it and that efforts of enforcement must be limited to those few who will not accept the law.

A Board decision can be appealed to the circuit courts and a great many of them are. The court can issue an order enforcing the decision, and it usually does. Then, if the court's order is not observed, the Board brings contempt action to force acceptance of the decision. Rodgers said the Board looks forward to the day when people will have sufficient faith in its decisions so that they will accept them and govern themselves accordingly.

Telling the group that "you can make or break this program by your conduct and attitude," Rodgers suggested that there are certain things which every citizen is required to do in the circumstances:

1. Let the individual employee decide his problems for himself, particularly the problem of whether or not he wants to affiliate with a union. The law gives the individual employee the dignity of a citizen and says that neither the union nor the employer must coerce, threaten or otherwise restrain him in activities in which he wishes to participate. Both unions and employers frequently violate that section of the act.

2. The law also requires, where a union is properly recognized, that there be good faith bargaining between the employer and union. This section, Rodgers noted, is far too frequently violated.

3. There are certain admonitions, such as prohibition against the closed shop, etc. Neither the union or employer should put the prohibited practices in contracts. If they do, it will usually lead to difficulty, intervention by the Board and litigation in the courts.

Rodgers concluded that the law is a reasonable one, and that it has been demonstrated in the last seven

[Continued on page 85]



"COUNT ME IN on the big show," says this early bird registrant.



NEW SHEFTENE LOAFBLEND

SCOOPS THE MARKET!

For processors of sausage products,
meat loaf and canned meat specialties,
revolutionary SHEFTENE LOAFBLEND

- IMPROVES FLAVOR AND APPEARANCE
- INCREASES YIELD
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It's a natural for the sausage industry.
It could mean more profits for you!

SHEFFIELD
FOOD DIVISION
CHEMICAL CO., INC., NORWICH, N. Y.

New York City Sales Office: 1267 Sixth Avenue, New York 19, N. Y.

years that reasonable men can find nothing wrong with it.

Rodgers closed with two observations:

1. Those affected by this law should take the question of what the law is and means to the Board and to the established courts.

2. Any decision of the Board which is wrong can be reversed by the courts on appeal and many of them have been reversed by the courts.

Referring to Rodgers' statement about the Taft-Hartley law protecting the individual's right to make a free choice of union affiliation without undue influence or coercion, James Burdette, Arbogast & Bastian, Inc., asked, "How does this particular right stack up with the union shop arrangement which is permitted, and with the right-to-work laws which some states have and which I believe some people in the federal government now are against? Will you discuss that a little bit?"

"The union shop provision is in the Taft-Hartley Act," Rodgers replied. "The Board must recognize it as a valid part of the statute and must give it effect. Those who followed enactment of the statute know there were strong representations made to permit the closed shop, particularly on the part of building trades unions and certain others. There were, on the other hand, vigorous representations made that no compulsory unionism of any kind should be permitted by the Act.

"The union shop provision is a compromise. The only way this section can be changed is by congressional amendment. The 14b section which gives the individual states the right to pass laws more restrictive than the union shop provision is likewise in the statute and can only be modified by amending the statute.

"I do not want to appear to disagree with any spokesman of the government about the merit or demerit of those right-to-work statutes but this Board, because of the great volume of cases, has undertaken to restrict its jurisdiction, at least to some degree, so that we are not called upon to handle problems which are completely local in nature.

"In other words, we do not think it desirable or necessary to the effectuation of the Taft-Hartley law that we hold elections in roadside garages or service stations among a few employees to see whether or not they want to join a union."

Discussing actions by the Board which have resulted in considerable back pay being paid to a discharged employee, E. Y. Lingle, Seitz Packing Co., asked:

"What should a company do in order to protect itself if it has what it considers a justifiable discharge?"

"The law prohibits discrimination against employees because of union activity," Rodgers replied. "If an employer has a justified reason for removing an employee, he should keep adequate and current personnel records. Then if the propriety of the discharge is questioned, he will have evidence which he can submit to the Board. Without such records, the employer often makes conflicting and inconsistent statements and may find the Board ruling against him on the ground that since he has no meritorious reason, the inference is reasonable that the discharge took place for union activities."

Commenting about the increased freedom of speech the employer now has as opposed to what he had under the Wagner Act, James Burdette of Arbogast & Bastian,

Inc., asked for a clarification of the differences and rights the employer now has under Taft-Hartley and what he had under the Wagner Act in this respect. He pointed out that there seems to be a lot of fear and hesitancy on the part of the employer to speak about almost anything.

"The Taft-Hartley Act made a specific amendment with respect to the free speech provisions, designed more to cope with decisions under the Wagner Act than with the Wagner Act itself," Rodgers replied. "Under the Wagner Act the whole circumstances surrounding the case were considered in determining whether or not the employer had violated the act. Under Taft-Hartley, the law provides that the employer has the right of free speech providing he does not make 1) any promise of benefit, and 2) any threat of reprisal.

"The Board about a year ago reversed the Bonwit Teller line of cases which held, in effect, that when an employer made a speech to the employees he had to give equal opportunity and time to the union to respond."

"The only limitation we have to time now," Rodgers stated, "is a 24-hour rule which applies to both unions and employers. They cannot assemble the employees on company time during the 24-hour period before an election in order to exhort them one way or the other. We feel this is sort of a cooling-off period which will give the employees the last 24 hours to ponder the merits or demerits of the proposition."

As long as the employer makes certain that he does not threaten his employees, or promise them any benefits, the Board will not find a violation of the law nor will it set aside an election. The difficulty is that unless a person is familiar with various Board and court decisions, his construction of a threat or promise may not agree with previous Board decisions.

"Basically," said Rodgers, "we are trying to accord what we think the law gave the employer—namely, the right to discuss the problem of organization openly and frankly so long as he neither threatens them or promises benefits to them."

At this point, George L. Heil, jr., Heil Packing Co., asked whether a union has to ask for an election when trying to organize a particular group.

"The employer can voluntarily recognize a union," Rodgers replied. "But I think that if an employer said to a union, 'I prefer that I deal with a certified union,' that is one that has been certified by the NLRB as representing a majority of employees, the Board would sustain him in that position. Provided, of course, that he did not, after the request for election, use the intervening time to discharge employees or commit unfair labor practices which would indicate he was not acting in good faith in postponing the election but merely seeking time in which to dissipate the union's strength. I do not believe the Board would ever hold an employer in violation who wanted to deal with a certified union."

Rodgers further said that if an employer tries to gain time for the purpose of campaigning against the union or otherwise undermining it, then the Board will say he was not acting in good faith. However, if his purpose is simply to have a supervised election to determine whether or not the majority of the employees really want the union, the Board will not find him in violation.

The union also has a right to reasonable campaigning in order to induce employees to join. However, should a union use false propaganda and misrepresent the true

situation with respect to the employer's position and win the election, the Board would set aside the election because of the deception.

"However," added Rodgers, "I think the Board is a little tougher on employers because they say, I think with some justification, that the employer does control the jobs and if he implies or states that 'I am going to fire you guys for joining the union; I am going to shut this plant down if the union comes in here'—well that is pretty obviously a type of statement that might and probably would influence certain of the employees to do what they didn't want."

One questioner asked: "Do you think we should have further amendments to the law in regard to trust funds?"

Rodgers replied that when the law was first written there was a section dealing with trust funds, but that it was a stop-gap. A Congressional subcommittee is looking into this situation and is going to make some recommendations on handling.

"I think it necessary," Rodgers declared, "that those who pay into these funds have some reasonable assurance that when the time comes to get benefits, there is something in the fund from which they can be paid. I think employers have been most lax in not insisting upon joint participation in these ventures and, instead, in effect saying to the unions: 'It is your money, you do what you want with it.' I think the employees themselves will probably want some joint control in order that funds be made secure."

DUAL ALLEGIANCE: The coexistent allegiance to employer and union that prevails in the minds of many packinghouse workers and even foremen was portrayed for the workshop clinic by Father Theodore V. Purcell, Loyola University, Chicago. Father Purcell's story, in his own words, follows:

We often read the story of the big people of industrial relations, but I think the story of the average working person at the plant level is also important. It is important because the impact of unionism is on him; the impact of personnel policies is on him.

I would like to tell you the story of the worker who speaks his mind. It is the story of research on personnel problems of packinghouse workers, who are employees of Swift & Company in Chicago and members of Local 28 of the CIO Packinghouse Workers. The research began in 1949, was finished during 1953 and published in "The Worker Speaks His Mind on Company and Union."

We are now engaged in continuing this research in Kansas City studying the independent union, the National Brotherhood of Packinghouse Workers, in the Swift plant there and the Amalgamated Meat Cutters Local 78 in the Swift plant at East St. Louis.

Although this is the story of a local situation, I realize the impact on the national situation, both of company and union policy and of the general labor policies of the government.

During the four years I worked on this research, I lived in Bronzeville, Chicago's Harlem, and in the back-of-the-yards area. I got to know the workers.

This research may be a bit unusual in that it is bilateral. I had the cooperation of Swift & Company and the UPWA. I would like to thank publicly Harold North, industrial relations manager of Swift & Company, and Ralph Helstein, president of the UPWA, for their help.

After all when you let an outsider into your organization, into your union halls, and into your plant to ask such delicate questions as, "How do you like this place?" "How do you like your boss?" "How about the pay?" "What do you think about your union?" "How do you like your union leaders?" they naturally feel concerned. But they agreed to go along with it. I think they, on the whole, agree that they have learned something from it that may be of use.

I wasn't just trying to understand what the average American working man or woman from the Chicago stockyards thinks about his company; job; foreman; wage incentive system; suggestion system; the union; union leaders; grievance procedures, etc. I was interested in how these two organizations would be pulling the workers.

With the Wagner Act, we had the rise of industrial unionism—vertical unionism—encompassing all of the workers in so many of our mass production plants. Now the worker, especially in our mass production industries, belongs to two organizations—different kinds of organizations. And, as Professor Bakke of Yale so well brought out in his book "Mutual Survival," they are organizations that are competing for his loyalty and for his allegiance.

We might ask the questions: Is the worker pulled apart by this? Where does he give his loyalty?

We know that management is concerned with the loyalty and allegiance of the worker—but so is the union. This may seem rather obvious; of course the worker gives his loyalty to both, but it isn't quite so obvious as all that.

For instance, Solomon Barkin, research director of the Textile Workers, CIO, challenged the philosophy of the Harvard business school, saying that some management spokesmen have argued that loyalty to the company and union can be maintained concurrently without contradiction. Unfortunately, says Barkin, this well meant concept does not stand up under even a cursory examination. He feels that you can't have dual loyalty.

Then, a Swift executive asked me after the disastrous 1948 strike, "Father, why is it that the workers have gone back to the union? What is it about the company they don't like?"

To him, therefore, the loyalty of the worker is to the company like a cake. If you take a piece out of that cake and give it to the union, there is less cake for the company.

We also have Professor Carroll Daugherty, of Northwestern University, who says that each house—the house



"SOUNDS SUBVERSIVE to me," says watchful gentleman on right.

In Exhibit Hall



A WALK THROUGH the exhibit hall proved rewarding for packers and guests. Not only did they enjoy tasty snacks at many of the booths, but they gained ideas for speeding or improving operations at their own plants. From packages to package machinery, from knives to smokemakers, the suppliers again provided colorful and informative exhibits.





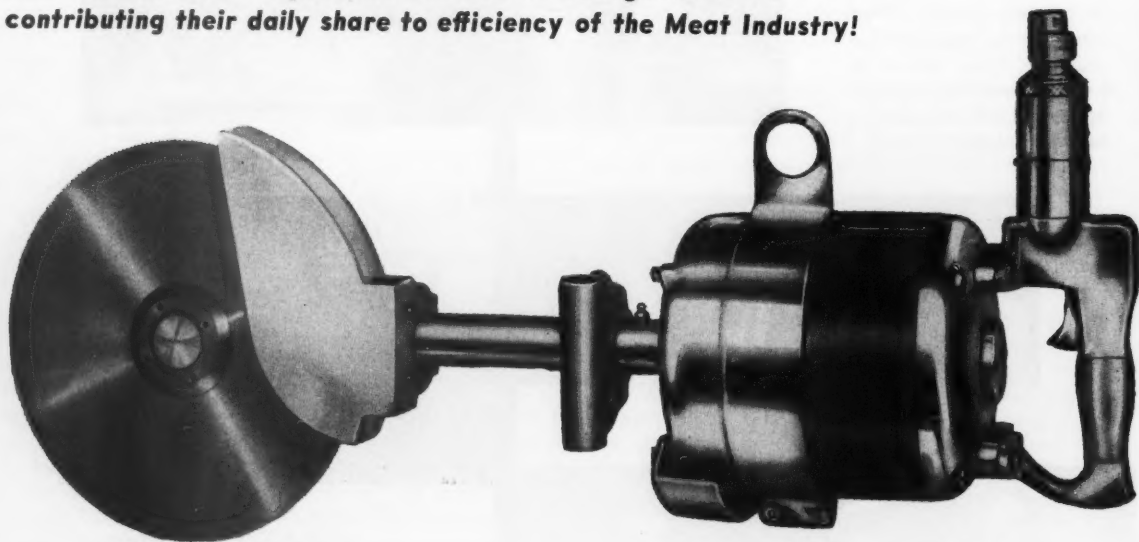
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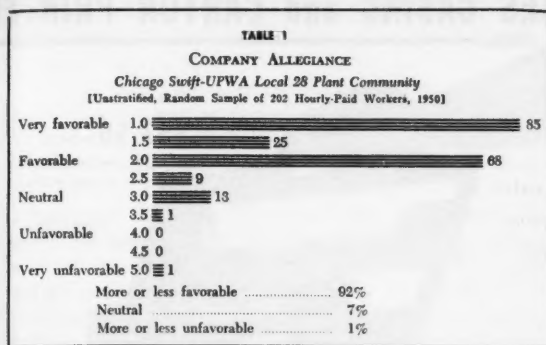
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of labor and the house of management—needs the loyalty of the worker if it is to prosper. He said, “The workers conceivably could be torn apart by the opposing pull of these organizations, but most of them avoid this unhappy result by giving the union most of their affection. This resolution of dualism is not unnatural for, after all, the union is the workers’ own organization.”

With this point though, I would disagree.

So, we have labor and management and university people not being so clear about this dual allegiance.

We also know the Marxist theory that there is a necessary tension between the capitalist and proletariat and that, like a unicellular animal, it will divide and synthesize into a classless society.

We have here the idea of dialectical opposition.

We found that allegiance to the company was a clear fact. We found that nearly 92 per cent of these Chicago workers in 1950 had allegiance to Swift & Company as an institution. (See Table 1.)

You may think this is too good to be true, until you understand that the word allegiance does not mean necessarily loyalty. It doesn’t mean that they liked everything about the company. It doesn’t mean that they liked their foreman or their wage incentive system. Or the Negroes might not feel they had opportunity for advancement, etc. However, on the whole they approved of the company as an institution, and that is all I mean by company allegiance.

I don’t particularly like the word allegiance but I haven’t been able to find a better one.

To put some flesh and blood on these figures, I want to tell you of a man who mentioned his company allegiance. We will call him Philip Elder, although that is not his real name. He said: “Swift is about the finest

place I have ever worked. I don’t look to take the boss’s job, I do my work. If I stay here I have a job steady, so it’s no use to change.”

That idea of steady work is interesting. It was a very strong factor in the allegiance these people had to Swift. The fact that Swift, being a fairly steady producer through the depression, provided these people with steady work is an important factor in their company allegiance.

So also is fair treatment. The foremen certainly had a role to play, though these people did distinguish between the foremen and the company.

I spoke to a foreman who said he liked the pension plan at Swift. However, he put fair treatment first. Asked if he would come to Swift if he had to do it over again, he said: “I think I would. I think I would.”

So we have a clear allegiance to the company.

Now looking at the second part of this story: we find a very clear allegiance to the union. We find that nearly 80 per cent of the work force in Chicago had allegiance to Local 28 as an institution. They wanted to have some form of protection—some form of an institution—to protect their welfare. Even a majority of the foremen had this allegiance to the union, though they did not belong to the union. (See Table 2.)

I think this is a little bit unusual because this union was going through a very tempestuous period. It had just lost the strike in 1948; it had a race situation within the local; it had a left wing situation, and it had a number of internal problems.

Yet in spite of the workers’ dissatisfaction with the leadership of the union, they still believed in the need of some kind of union.

I asked Peter Kirklauskas, an old-timer, how he liked the union. He said: “The union? It’s up to the leaders. Union is all right. Get some back pay, get some overtime from it.”

He also said that the worker benefits from having the union leader intercede in his behalf with management.

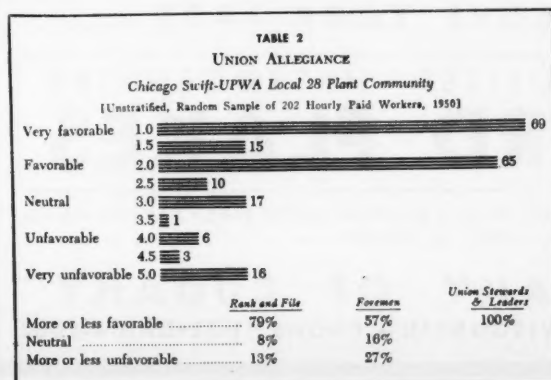
I went back to the foreman again. I asked him how he felt about the union. He believed there was a definite need for a union. His reasons were that a union helped bring about overtime pay and paid holidays. It helped check any incipient “little Hitlers” who bossed the workers.

So we find generally a definite allegiance to the union as an institution, perhaps primarily because the union is an institution that gives them a grievance procedure, i. e., some way of short circuiting their route to the boss. Seniority enforcement and wages are other important reasons for allegiance to the union.

However, primarily it was a protection device and insurance policy, a short circuit to the boss. I even asked one foreman about this. I said, “What about this open door policy?”

He said, “Well, I’ll tell you, if you open your mouth, they’ll open the door!”

That wasn’t entirely true. There is an open door policy. But we all know that it is hard for a boss, unless he is an exceptional one who really sells himself to a large working force, to explain and convince them that he wants them to tell him things he doesn’t want to hear. It is not always easy to create that impression of confidence. The workers tell the boss the things they know



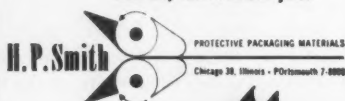


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he wants to hear, but not the things he does not want to hear unless he has a remarkable personality for opening people up.

We find then two aspects of this allegiance. We find that dual allegiance in the plant community does exist. We find that about 75 per cent have allegiance to both institutions which have so much to do with their daily work lives.

Putting it together, the worker does not believe his loyalty to these two organizations is a cake that has to be divided so that a piece taken out of a cake from one and given to the other means less cake for the first.

He sees no conflict in the coexistence of the company and the union. He doesn't want the company to destroy the union, nor the union to destroy the goose that lays the golden egg. He sees that both can co-exist and he wishes them to do so.

He sees in the union a kind of harmonious opposition. He sees not a hot war opposition nor a cold war opposition, but a harmonious opposition—a kind of needling group that will work with the company. That's the way these people frequently talked. That's the kind of thing they wanted.

If management and labor can build upon these findings, and they are fairly typical, then at least one source of industrial unrest will be eliminated. There are many other problems. But if we have this dual allegiance, if we can build upon that, I think we have a kind of new atomic power. The local plant is like a molecule—it has these two elements in it—if we can build upon that atomic energy as it were, I think we have a real hope of greater industrial peace.

QUESTIONS: In a question and answer period which followed his talk, the following points were brought out by Father Purcell.

An attempt to gauge the loyalty of the older worker vs. the younger worker to both the company and union indicated that although the older worker was more loyal to the company, more satisfied with his boss and wage incentive system, his loyalty to the union was also strong.

A random sampling of the workers, which was segregated as to race, sex, length of service as the three variables, with length of service divided into 2 to 7 years, 8 to 15 years and 16 years and over, also indicated that it takes time to build up loyalty; that a lot of the workers who are less loyal to the company leave the industry. It indicated that the younger worker is more aggressive and cocky and that, as he grows older, his attitudes change and, as he identifies himself with the company, he becomes more loyal to it.

Commenting on the negative reaction of the union and its members to labor saving devices, Father Purcell felt the solution to this problem is complicated.

We find, he said, that worker reaction to labor saving

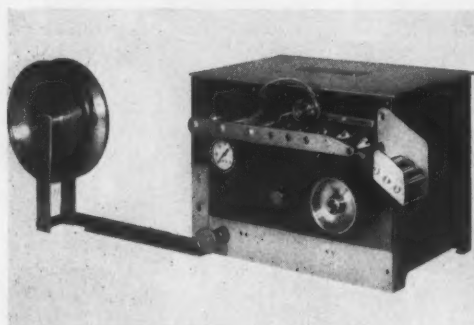
UP EARLY Monday morning and raring to go was group (top photo) from L. A. Frey & Sons, New Orleans, while later registrants seen just below were beginning to show signs of foot weariness. In photo third from top, group leads singing of "Hail, Hail, the Gang's All Here" at opening session. "We sure are, but where are the elevators?" seems to be the feeling of men in next picture. All cares were forgotten at Tuesday afternoon cocktail party, reception and dance. Bottom photo is scene from Monday night dinner for old and new board members.



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devices is not peculiarly a union thing—that is very important. Restriction of output occurs without the union. It occurs by an informal banding together of workers who are afraid of wage cuts, changes and temporary technological unemployment.

Why don't employees use a suggestion system? They will use it, Purcell said, when it is a question of comfort or safety, but will not do so when it is a question of wage saving devices or work simplification. Yet they know far more about ways of cutting costs than many foremen do, because they have worked at their jobs all their lives. However, we can't tap that knowledge because of this fear—which is not a union thing although the unions in some cases have gone along with it.

There is a temporary problem for the employee. If management can work out ways of giving him some kind of security and guarantee that if he uses, say, a calf skinning knife, he is not going to earn half as much as he did before, and if it can protect the short man in the short run, then I think we can solve a lot of problems.

I admit that fear prevents use of new devices. It is a natural fear. We all have it. I think its existence is a challenge to management. Of course, it requires union cooperation.

There is a wonderful amount of know-how that can be tapped with your workers if you can get it. How can you get it? That's the psychological problem. I don't blame them for not giving it. Why should I give a suggestion that will cut my wage?

Audience reaction to this problem was expressed by Chris Finkbeiner who said that with the greatly increased productivity within the last few years, and more product being produced with less manual labor, the worker must understand that he cannot be paid continually on a productivity basis. If the workers, he said, cannot keep a company going in an aggressive, economical manner, they will all be looking for work instead of just a wage decrease.

Drawing attention to the fact that some workers and unions are aware of the importance of their company to their livelihood, Father Purcell cited the Detroit local which a few years ago bailed out packinghouse management when it was in trouble.

A constructive attitude on the part of management does much to improve industrial or human relations between the company and the workers and union, Father Purcell said. Management must have:

1. A basic attitude of good faith toward the union. Without good faith, trust and dignity, nothing can be built. Swift & Company has universally had such an attitude and the union people say so. They say if we deal with Swift, we don't have to put it in writing. That's a nice statement.

2. A long range view. If management had taken a

long range view, and not resisted unions consistently since 1886, they might have had unions with better leadership than they did get. This resistance on the part of management led to an accent on aggressiveness on the part of unions and became a vicious circle. A good stable union is not a penalty for bad management. It is something a worker wants for other reasons. Some of these are: good conditions, foreman training, fairness, equality for races and minority groups.

3. A proper attitude. A company's attitude, whether antagonistic or broadminded, has an important effect on employees. An antagonistic attitude may drive them into a union.

The difficulty of employer-employee communication in large plants has resulted in a definite need for unions. The smaller plant, in which this problem can be more easily overcome providing it has the right attitude, may be able to avoid unionization of its employees. However, management does need a challenge; it needs somebody to keep it in line.

The attitudes of workers on strikes depends to a great extent upon the issues up for bargaining. They feel it is a lot of trouble and expense and generates a certain amount of ill feeling. They would rather not have a strike, but say that if the union leaders feel it is necessary for survival or a long range benefit, it is o. k. Although dual allegiance does affect this attitude, it does not solve the problem. Other factors enter into the picture. Workers do feel very strongly against slowdowns, stoppages and strikes.

Lack of workers' participation in union activities is a problem. Local officers find it difficult to get people out and have been intensifying their efforts to get active participation from their members. The CIO has an educational program and is constantly sponsoring different activities to get its membership interested in union affairs. Although there are a few unions that do not want participation, the majority do.

LABOR LIBRARY: The industrial relations program of NIMPA should be basically one of gathering data on labor relations, personnel practices, policies, wage rates, etc., as they exist in the industry. This was the recommendation of the committee as reported at the NIMPA industrial relations panel workshop by James A. Burdette of Arbogast & Bastian.

The basis of this decision is the committee belief that small and many large and medium sized packers do not have factual information at their command when negotiating contracts as do the unions. The data would be made available to members merely as facts which they otherwise might not have when negotiating a contract.

One of the committee projects has already been completed. Returns from a questionnaire have been compiled, published and mailed to NIMPA members as "An Analysis of Personnel Policies, Practices and Wage Rates of NIMPA Members." The report makes no attempt to draw conclusions or make recommendations. It presents coded information on the following matters: wage payment data, holiday observance and pay practices, welfare practices and benefits, vacation policies, penalty time payment policies, shift and shift differentials and miscellaneous provisions.

Upon committee recommendation, the NIMPA Board has approved hiring of a full time staff member to handle the labor relations program for NIMPA. ■



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Their pitiful halting steps, behind smiling faces, in their efforts to walk, walk, walk, made them the greatest heroes of all time and yet the odds have always been a hundred to one against them. Their bodies in most cases twisted, their legs emaciated and their iron braces sometimes hip high, only indicated that they were chained to a life of devastating illness and living death. Out of this holocaust of sadness was born our most modern miracle.

Originally from the tenements of the East Side of New York, there appeared upon the scene at the University of Pittsburgh, the son of a Jewish garment pressing father and a Jewish seamstress mother, who was ordained to become the conqueror of the most evil scourage afflicting mankind, poliomyelitis, Dr. Jonas E. Salk.

It was not easy for him to work his way through medical college, but he made it. He set his mind and his heart upon the seemingly impossible task of developing a serum which would make the deadly polio virus impotent. The world now knows the glorious news, and the world pays tribute to Dr. Jonas E. Salk, the young Jewish-American scientist who gave his discovery to the suffering world without any intention of ever realizing a single penny of personal profit.

There is still a lot of intolerance existing in our own beloved country which is very devastating to human decency. The next time you hear someone say, "I don't like the Jews", just tell him to take a look at one of these poor kids with their legs in iron braces, and then remind him of the glorious accomplishment of a young Jewish scientist which will give sunshine and laughter and joy to the children of the world for generations to come.

Bless you, Doctor Salk. God must have been at your side constantly in your laboratory work, showing you the way.

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Packaging Frozen Meats Hold Promise for Packers



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FROZEN MEAT held the spotlight during much of the workshop clinic on packaging and frozen meat on April 26, but the new Cashin automatic weighing and conveying unit for sliced bacon, as well as some of the problems of packaging sausage and lunch meat, were given attention by the panel and the audience.

BACON SLICING: The Cashin electro-hydraulic device, which was first described for the meat industry in the NP of March 19, was shown in a movie and discussed at the meeting by Harold K. Gillman, general mechanical supervisor of the Tobin Packing Co. The equipment was developed in the Tobin plant.

Gillman emphasized several points about the unit for the audience. He noted that production models will have an electrical heating element behind the slicing knife which will keep its temperature at 85 to 90° to make an easy and cleaner cut and improve product appearance. Gillman stated that the electronic controls of the machine are very simple and servicing will consist mostly of tube replacement, which can be done by a plant electrician or mechanic.

The Tobin executive said that the machine makes it possible to get a slicing yield of 88 per cent, against an industry average of 82 to 83, because the operator has time to grade back some of the good bacon from the beginning and end-of-slab cuts instead of rejecting them under work pressure. With the new unit, and five people on the line, Tobin is now producing an average of 1320 lbs. per hour in 1-lb. packages.

PACKAGING POINTERS: Asserting that the housewife is strongly drawn to frozen poultry, fish and other attractively packaged foods, panel chairman Albert F. Goetze, Albert F. Goetze, Inc., Baltimore, asked, "How are we going to sell our products?" and then answered:

"We must put them up in quality and in attractive packages, and advertise; there is no limit to what the meat industry can do with packaging.

"It is costly. We know that and we should know our

costs. A lot of our packers go out and listen to the packaging company—"We can do this job," or, "John Jones is doing this job for 10c over your bologna costs," or whatever it is. But you should check your own costs. More than half of the entire direct labor cost in our plant is being used for packaging products. We have to consider costs, moreover, because that is the factor that makes the retail selling price either attractive or unattractive to the consumer.

"Everyone should be sure that he has added in all of his costs for preparing packaged meat products—the raw material, processing, departmental transfer of products, labor fringes in all departments, all materials, films, bags, cartons, product waste, give-away in weighing, transferring to the assembly room, packing, loading, delivering, selling, and administration. Add them all up and instead of 10c, you may find it costs 15c. Tests do not always reflect true costs and below-standard operations, and the result is hidden losses.

"There are many things to consider in the packaging of a product: convenience in size, whether or not it is easy to open, whether or not it keeps fresh any unused portions, attractiveness, visibility, and many other factors must be considered for repeat sales.

"In our plant our engineering department is constantly working in new layouts, new methods, new machines and new materials; that is the only way that you can save money and get more business.

"It is very important to look at every phase of packaging. The first and foremost thing is quality. Next is

PANELISTS

Albert F. Goetze, Albert F. Goetze, Inc., chairman; Herman Waldman, Dallas City Packing Co.; D. L. Saylor, Luer Bros. Packing Co.; Herbert Rumsey, jr., Tobin Packing Co.; H. K. Gillman, Tobin Packing Co.; Frank W. Thompson, Southern Foods, Inc., and John O. Vaughn, Oklahoma Packing Co.

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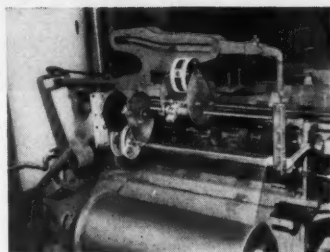
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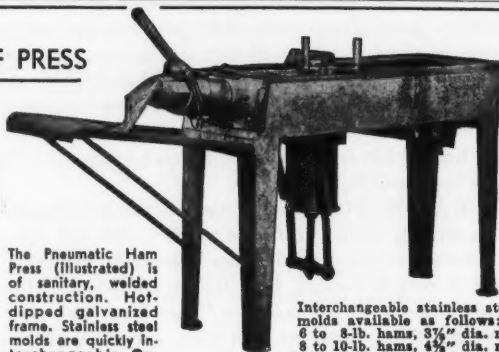
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14 to 16-lb. hams, 5 3/4" dia. mold

the constant training of your people. To get the right product, and to package it properly, you need a lot of supervision, and if you do not give it proper attention you are not going to maintain the business.

"You also need a laboratory. Every packer of any size should have a lab. If he cannot afford one, he should have an outside laboratory test his products. You can go haywire very fast if your product is not cooked or made properly. That is bad for your packaging business, whether it is in an overwrap or vacuum pack.

"We also have a quality control department. It is a headache, but it is good. You must watch your quality from the time the meat comes in until the product goes out to the truck, and you also have to have supervision on the trucking to see that it is delivered in the proper temperature. Pre-packaged meats should be kept at a temperature around 35° to 40° and 35° is about as low as you want it in your coolers. If you are going to put it on trucks and deliver it at 70°, right there you are not doing your product any good.

"You must advertise constantly, and also at the point of sale, if you want to move your products, because you have plenty of competition."

COST IMPORTANCE: In emphasizing the importance of the proper use of costs, panelist Herbert Rumsey, jr., Tobin Packing Co., said:

"One of the axioms of management in the Tobin Packing Co. has been, and always will be, the principle that the cost accountants are not the underdogs. They have a very important position in our organization, and we try closely to correlate the findings of the cost department at the point of sales, as the subject relates to pricing. I think that this industry is notoriously delinquent in not insisting that the cost department play a big part in influencing pricing policy. In our organization we would never start to go over a price list unless each individual in the group had before him a set of costs on every processed item that we have.

"We try to train our sales personnel at the top to be cost minded and, likewise, to challenge the findings of our cost department if they so desire. We feel that by following this procedure they have confidence in the figures.

"While our organization prides itself on aggressive thinking and creation of new items at every conceivable level, we are mindful of the pitfalls of too hasty decisions in grabbing new ideas. Sales department heads should be brought up to date more extensively on what it means, cost-wise, to adopt new ideas and equipment. I am not saying that they should be retarded, but there is a great pitfall in jumping too quick. Just because a competitor tries an item that you hear a lot about does not mean that it is going to succeed.

"I would venture to say that there is a fabulous fortune tied up in this group in equipment that has become obsolete as the result of a hasty decision, and, likewise, many dollars in packaging accessories."

SHIPPING PROTECTION: Panelist Frank W. Thompson of Southern Foods, Inc., Columbus, Ga., threw out some suggestions for protection of product in shipping:

"I opened a competitor's carton of wieners the other day, and they were packed 12 packages to the box. I was struck, first, by the snugness of the fit, and second

by his method of packaging. One-pound units were faced up all the way across the bottom layer of the box, and then a liner, and then the other packages were faced down. I thought it was something worth thinking about.

"I saw another packer who put a top pound of bacon upside down in the carton, possibly for protection from the person opening the package—to keep somebody's fingers from bruising it when they tore the package open.

"If you use corrugated boxes you have protection that is a little bit better, in my opinion, than the regular cardboard box of the folding type. However, if you do, I caution you to stay away from the metal fasteners that hold your box together. They can damage your product very easily.

"I recommend for small boxes that the 125-lb. test is heavy enough, and a B-flute for thickness."

BRANDS: D. L. Saylor of Luer Bros. Packing Co., Alton, Ill., emphasized the advantages of packer brand identification in self-service marketing. He noted that, contrary to the situation when the packer furnishes products for private label sale, he can use his advertising and other efforts to sell the consumer and can establish a "franchise" which guarantees dealer support. Quality is a "must" for branded merchandise, however.

BACTERIAL CONTROL: Herman Waldman of Dallas City Packing Co., Dallas, Tex., declared that management and supervision should be more exacting than the government inspectors. He suggested the use of a surgical grade of hand soap in washrooms as an aid in keeping clean the hands of workers who must come in contact with meat. He reported good experience with mercury vapor lamps in controlling bacteria in packing and green meat coolers.

FROZEN MEAT: His own experience in the field of frozen meat was analyzed for the group by John O. Vaughn, Oklahoma Packing Co., Oklahoma City. He said:

"Some of the questions in the frozen food business seem to run along the same lines as those on the pre-packaging of lunch meat. A year ago, to give you a little history of our frozen foods, we were confronted with a need to prepackage lunch meat or get into some kind of a package to carry our label—besides wieners and sausage and things like that—direct to the housewife. So we chose frozen foods for several reasons.

"One reason is the 'come-backs' we don't have. We have been in frozen meats for a year, and we have had two packages returned for credit. They were not returned through the chain store, but by individuals who wrote our company informing us what was the matter with our frozen meats. We appreciated it very much, and we sent them double their money back, which is the guarantee we advertise on TV. The meat is packed fresh and it is quick frozen and stored in temperatures of about -60° to -70°, and, therefore, if we watch it, and the retailer keeps it in his freezer, it will always be in A-1 condition unless Mrs. Housewife leaves it out to thaw and forgets it.

"As you all know, everybody is cost-minded, including Mrs. Housewife. As to our competition in the business, I might tell you that in Oklahoma City, with a population of 300,000, there are already five major steak companies. They are selling a lot of frozen steaks. Most all



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of them are put up in 12-oz. packages.

"I ran a survey among friends of mine who were buying our own and our competitors' steaks. I asked the ladies what they were paying per pound for steaks. At that time our packages were retailing at 69c. On the package we have plainly marked '12 ounces.'

"I said to one lady, 'Are you sure it is sixty-nine cents a pound?'

"Sure, right here it is on the package,' and she went to the freezer and brought it out.

"That sure seems cheap to me."

"I asked another one the same question and got the same answer. Then I asked her, 'Well, supposing that package was 12 oz., what would you be paying per pound if you paid 69c for 12 oz.?'"

"Let's see,' she said, and after five minutes during which time she thought about it, I said, 'That is all right. If you haven't figured it out by now you never will.'

"Truthfully, you would be amazed at the number of women who do not know the number of ounces in a pound. You think I am kidding? Check with your wife when you go home.

"While everything fresh is sold by the pound, as far as I can tell in our area, everything frozen is sold by the package.

"I think your 6-oz. packages of sliced lunch meat proved that. Everybody said a 6-oz. package of lunch meat wouldn't go, since it may amount to 80c or 90c or \$1 a pound, but they are buying to get so many slices and it is a unit cost.

"In our case we have four steaks in a package for 69c. That is the main meat course for lunch or dinner. In packaging, you want to remember that Mrs. Housewife is going to buy per unit.

"Just as with lunch meat, there is frozen beefsteak on the market today at any price you want to pay. We are packing a quality steak. We have not cut the cost of our steaks—except by labor savings—since the first one was made. However, you can cut it to anything you want. You can sell them for 29c, if you want to do it, and make money. But I do believe that in time, as in any other thing, quality will pay off. Most of the supermarkets in our area are sticking for the most part to the quality steaks.

"The biggest single problem we had was in the sales department. It is a mistake to put this frozen merchandise out through your regular salesmen. In our case, it did not work. Our salesmen still are allowed to sell it, but they must have a bona fide order.

"We have sold our line mostly through frozen food distributors.

"The main drawback to your salesman trying to sell frozen meat is that he goes in and calls on the butcher in the meat department, while, in most areas, the grocery department handles the frozen meat. Therefore, there are four or five wholesale grocery houses ahead of you and, after you get through with the butcher, you have to get in line with the grocery companies. So we discouraged our salesmen from selling frozen meat and went through distributors. It is certainly something you want to consider. I am sure some of you can sell through your own salesmen, and have better luck than we had, but we, today, sell less than 1 per cent of our frozen meats through our salesmen. Of course, the sales man-

ager calls on the frozen food distributors and things like that.

"I have had one small independent chain in Oklahoma come to me and ask me to prepackage a full line of frozen meats. He offered me 20 feet of his meat case and would let me service it with T-bones, sirloins and other consumer cuts.

"I, at this time, have not said yes or no. I would like to say yes, but, at the same time, we are having pretty good luck with the frozen business that we are doing, and I feel like we should do it a little more thoroughly before we go into cuts. However, we are definitely planning to go into frozen cuts, such as pork chops and T-bones—the full line."

After stating that the chain stores believe that frozen retail cuts of steaks, chops and roasts, prepackaged at the packer level, may soon appear in retail stores, Vaughn declared:

"To me, frozen meat is the most wide open field in the meat packing industry. I think it will help bring up the profits of the meat packers, if we use our heads, more than any other single item that has ever happened to the meat packing industry.

"On our beefsteaks, the price is not cut, period, I don't care who you are. We have a set price. The meat is frozen and it is in the warehouse. If we do not sell it this month, it sits there. If it is frozen and packaged well, with the right label and a little push behind it, it will sell. I believe that if you cut your price, you are cutting your own throat."

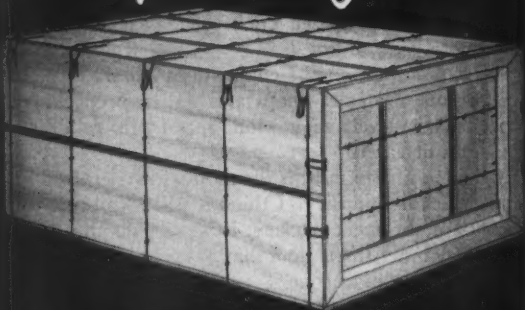
During the question and answer period Vaughn said that while the packers have marked time, other firms have moved into the frozen food field with a wide range of products. One advantage of the business, he pointed out, is its efficiency; there is no necessity for overtime and skilled personnel can be kept working steadily for 40 hours, week in and week out, even though there may be temporary hills and valleys in sales.

Vaughn stated that his product is packaged in a wax-lined box with a heat-sealed aluminum foil overwrap and is then frozen in a blast freezer. He said that since his firm was the fifth one to go into the Oklahoma City market he had considered it desirable to give his product a "glamor" package of foil, but would otherwise not



SUBMARINE VIEW of the audience during the curing workshop.

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have packaged in a container of such a nature.

Vaughn reported that his firm's total initial investment for equipment and materials for turning out frozen meat was in the neighborhood of \$6,000. His freezer handles 1,200 12-oz. packages and product is given a three-hour blast freeze.

After stating that his experience in freezing cured meats, and particularly sausage, had not been good—which he attributed to the presence of salt—the speaker said that he is seeking a synthetic salt to solve the problem. He commented that blast freezing fresh meat in the package yields a product with excellent color, but ruled out package visibility for frozen meats.

In response to a question as to whether there is a definite consumer trend toward use of frozen, pre-cooked complete meals, Vaughn replied that in his opinion there is a growing demand for such items and that his firm is planning to enter the field. A member of the audience reported that military specifications have been prepared for several kinds of frozen, pre-cooked meals, and that offerings are being asked for Air Force use.

Fred Tobin warned the group that keen competition exists in the frozen food field and that it is not easy to get a chance to sell your products in the retail store. He stated that production of frozen meats in any considerable volume requires a large investment and that the business is "not any bed of roses."

Vaughn commented that no one should go into the business without making a careful survey of retail outlets and the prospects for moving product through them, as well as looking into the distributor situation.

RETURNS & DATING: Following the discussion of frozen meats, interest shifted to problems connected with the pre-packaging of sausage, lunch meats, etc. Chairman Albert F. Goetze of Albert F. Goetze, Inc., Baltimore, directed the group's attention to the question of returns. He stated that his company has an in-plant freshness control system and has been successful in teaching large buyers and their store managers that they must rotate and move the firm's products and that its freshness guarantee has definite limits. Salesmen are trained to go into independent stores and rotate product, and returns are rigidly controlled.

Goetze emphasized the importance of placing recipes on packages and declared that furnishing ample recipe information on packaged bacon ends has markedly improved the salability of the item.

The question of "plain dating" versus "code dating" was discussed at length and the weight of opinion seemed to be in favor of the former, although some in the meeting expressed misgivings on the score that the housewife might search out the most recently dated items in the retail case. It was pointed out, however, that the retailer would benefit if he did not have to use a code book, that he would not become confused and that he would be more likely to rotate and push product properly if he could tell its age at a glance. The suggestion was also made that the housewife would probably pay little more attention to the "plain" date than she does to the statements of weight and ingredients.

In a discussion of costs of packaging it was brought out that these might vary from 10c to 16c a pound, or even more widely, depending on volume, types of equipment and materials employed and other factors. ■

Beef Grade Standards Undergo Critical Review



BARTLOW

BEARD

LIEBMAN

HAWKINS

By GREG PIETRASZEK
Technical Editor

FROM the very beginning, the beef session revolved around one topic: federal grading, and the chairman, L. E. Liebmann of Liebmann Packing Co., Green Bay, Wis., scarcely had time to introduce Fred Beard, chief of the USDA standardization and grading branch, before the barrage of questions started. This was a packers' session, with members directing one question after another to Beard.

A Chicago beef packer asked why the present beef grading specifications place major emphasis on marbling as a criterion for grade. He said that excellent conformation and compactness of beef carcasses will not carry the grade, but marbling is used as the yardstick.

Beard replied that the major indications for different weights and grades are described in terms of bone color, meat texture, conformation, finish, feathering, bone development, the skirt streaking of fat in flank, etc., but, at the same time, the standards clearly state there can be no substitute for marbling. Not only were the standards as to grade established by the industry, Beard commented, but the colored pictures which fixed the low limits for marbling for the various grades were approved by the industry.

Beard then pointed out the basic changes incorporated in the present grading standards compared with the previous ones. Current grading specifications spell out in detail the lowest limit for each grade. There is no effort to average a grade or to range a grade. In like manner, the pictures show the lower limit for each grade.

Another Chicago packer then declared that the present grade standards hinder the sales effort of the beef industry by failing to note the range within a grade. Buyers, he said, expect to get a discount on the lower end of a grade but refuse to pay a premium on the top.

Grading standards were never intended to be an aid

in pricing, Beard replied. As a matter of fact, every effort is made to disassociate price from the graders' consideration and to focus on the specifications set down for each grade. Furthermore, the whole grading procedure is complicated by the permissible practice under which some packers have the carcasses federally graded, but affix their own private grade brand to the top of the class, and the government stamp to the lower levels of the grade.

Beard asserted that with each of the grade standards fixing the lower limits of a grade, it cannot be used as a pricing device since there is a greater range within a grade than between grades. The ability of feeders to bring their animals up to just the lower limits of a grade with the last mouthful of feed adds a further complication. This skill in the feeder has lessened the distribution of quality within a grade.

A midwestern packer then contended that the present grade standards make it more difficult for carcasses to be graded Choice or Good. Beard replied that the present standards, which were finally approved by representatives of the meat industry, moved the old Choice into Prime, the old Good into Choice, made a new Good grade out of the upper half of the old Commercial and left the balance of the grades the same. The specifications were written in terms of the lower limits and the place of marbling in setting these lower limits was determined.

An Oklahoma packer then wanted to know why heifers of the same breed, from the same feed lot and

PANELISTS

L. E. Liebmann, Liebmann Packing Co., chairman; Robert E. Bartlow, Bartlow Bros., Inc.; Fred Beard, USDA, and J. B. Hawkins, Lykes Bros. Inc.

feeding time would grade higher than the steers from the lot. The packer stated that the animals in question were a year and a half old and weighed 800 to 900 lbs. Beard pointed out that this was a natural phenomenon as heifers always reach maturity about 30 days ahead of steers.

A Michigan packer accused federal house graders of always throwing borderline carcasses into the lower grade. He said that the grader always is afraid of criticism, while the traveling inspector will often side with the house.

An Iowa packer then wanted to know if the percentages of animals graded support the contention that the new standards have the effect of moving carcasses into a higher grade. Beard replied that grading formerly took place under a compulsory program that included all carcasses. The service is now on a request basis and, consequently, much of the beef produced is not graded. In practice, current grading is pretty much confined to the Good or better grades.

Under the old standards Prime ran about half a per cent and Choice ranged from 6 to 12 per cent. Under current standards, Prime constitutes 12 to 15 per cent of the total, Choice runs 33 to 35 per cent and Good, 17 to 18 per cent.

A Chicago packer asserted that one of the difficulties of selling graded beef carcasses is the lack of correlation between the live animal grading, as performed by the live market reporters, and the grading performed by the carcass grader in the packer's cooler. The major chain store meat buyers see the prices quoted on the live market and, consequently, resist pricing of carcass meat which they consider out of line with the live market. What they do not know, the packer said, is that there is a lack of correlation between live and carcass grading. To get the grade, the packer must buy at the high side of the live market. Furthermore, he said, the livestock market reporters tend to grade high.

In reply, Beard admitted that on certain markets there is poor correlation between live and carcass grading. Chicago is one of the markets at which this condition exists. However, Beard stated, there is good correlation at Omaha, Kansas City and St. Paul. To a large degree the attainment of better correlation between the two types of grading depends upon packer cooperation. The packer should make available to the livestock grader, or at least the livestock grading supervisor, the results of carcass grading. At times, the livestock grader should be allowed to see how his animals show up on the rail since it will provide him with a bench mark that eventually should narrow the spread between the two types of evaluation.

Ed Liebmann asked the group how many packers followed their cattle through to get yield, grade percentages and final cost. The majority indicated that they followed this procedure.

It was then proposed that the present grading classifications be amended to include Canners and Cutters, Utility, Commercial, a new grade X, Good, Choice and Prime.

A Kansas City packer said the difficulties with grading did not spring from the current grades or the standards, but rather from current feeding practices which put a finish on the animal but do not furnish the supporting flesh. Another Kansas City packer supported



THEME PANELISTS Fred Tobin and James A. Bay rest while NIMPA president Chris Finkbeiner injects some Arkansas "go" into the meeting.

this view, holding that present standards are adequate. He cited his own experience with cattle bought as Prime from a state university feed lot. On the rail, the carcasses graded 15 per cent Prime. When ribbed down, none graded Prime and only 80 per cent were classified Choice.

A Chicago packer took exception to the view stated. The consumer wants the texture of the animal which is finished in 12 to 18 months and not the coarse texture of the old type beef which required four to five years to finish, he said. He contended there is just too much emphasis on marbling.

Ed Liebmann asked a national chain store meat buyer to present his views. The buyer said that he felt the standards for marbling and finish are too high. From each of the 100 lbs. of beef carcass meat delivered to its stores, the chain must trim 25 lbs. of waste fat. His firm buys between 18,000 and 19,000 head of beef every four weeks. His firm has been buying U. S. Choice and Good. To meet the grade requirements, the packer must slaughter 150 animals of a live grade to get 100 carcasses in the corresponding dressed grade. He said that his firm has recently conducted some tests in selling non-graded meats. In terms of their own market tests, he noted, the retail beef buyer wants meat that has a nice bright red color, good texture, good flavor and is not wasteful.

Beard was also asked how much time would be required to change the present beef grading standards. He stated that it would be difficult to pinpoint any exact time, since it might be six months, two years or longer. In any event, the industry should spell out what it wanted changed and why it wanted the change, Beard said.

Beard claimed that the federal grading system has little influence on retail customer buying as only 10 per cent know what it is. Furthermore, before the retail buyer has the opportunity to buy the beef cuts, federal grading marks frequently are removed through trimming.

A Florida packer suggested the group proceed slowly and allow itself time to evaluate properly the effect of modern feeding practices on the quality of beef. It was suggested that the beef panel recommend to the NIMPA membership a proposal to revise beef standards to deemphasize the importance of marbling. ■

Plant Management Executive Vigilance Is Keynote



BROECKER

HEIL

DYKHUIZEN

MARHOEFER

PANELISTS

T. H. Broecker, Louisville Provision Co., chairman; George L. Heil, jr., Heil Packing Co.; Fred Dykhuizen, Dixie Packing Co.; and John H. Marhoefer, Marhoefer Packing Co.

DISCUSSION from the accounting and other workshop clinics carried over into the plant management session, which was held Tuesday afternoon under the chairmanship of T. H. Broecker, Louisville Provision Co.

Top management participated actively in the meeting, both on the panel and from the floor.

The value of adequate records as a management tool was stressed during the opening minutes, with Wm. Schluderberg of Wm. Schluderberg-T. J. Kurdle Co. commenting on their import. It was pointed out that record-keeping need not be a burden on the executive; even a small plant can use a clerk half time for the job.

How often should inventory be taken and the books closed? was a question raised early in the clinic. As was brought out in the accounting meeting, there is no answer applicable to all, but it was indicated that a weekly P & L is less necessary if true costs are known and the company has a strong price list maintenance policy.

Panelist John H. Marhoefer, Marhoefer Packing Co., insisted that a weekly inventory and P & L are vital. He said that a loss that shows up at the end of a week can often be checked, but may be disastrous if it continues for a month. Marhoefer plants with as few as six and 30 employees are run on a weekly P & L basis, even though the system is hard to get started since everyone balks at the beginning.

George L. Heil, Heil Packing Co., reported that his firm maintains a continuing, up-to-date chart comparing live hog costs with product values.

A member of the audience asked whether depreciation funds should actually be set aside to buy new equipment, but this was generally regarded as an impractical and almost impossible procedure. One packer com-

mented ruefully that the funds wouldn't be large enough anyway to pay more than a small portion of the cost of new equipment.

One of the subjects before the clinic was preventative maintenance. Several of the executives present shared some of their own experiences with the audience. Schluderberg said that he gets a weekly report on all motor truck breakdowns and their cost and has been able to reduce the direct and indirect penalties (customer dissatisfaction, etc.) resulting from such mishaps.

Esskay makes its foremen responsible for departmental repair and maintenance work; they are given bills and watch their departmental expenses. Heil said that he goes through departmental bills with his foremen each month.

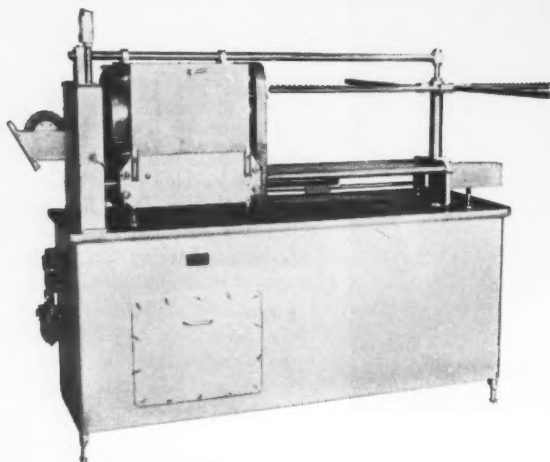
Marhoefer emphasized that a packinghouse can leak money all over if management does not exercise close control. He cited recurrent and costly sewer line clogging, which was eliminated by welding on drain cover plates, and a \$2,000 annual saving resulting from elimination of hand soap waste in a single plant, as examples of what management control can achieve.

"How soon should new equipment pay for itself?" was a "toughie" tossed out to the panel and audience. The answers appeared to boil down to about four:

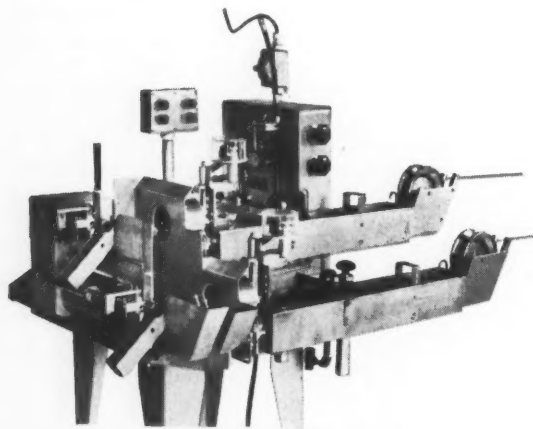
1. Ten years maximum.
2. If it takes more than four years, don't buy.
3. Six years should be the most for any machine.
4. The shortest payoff period is a decisive factor in equipment choice.

Discussion of the problem of management and organizational communication resulted, finally, in rather general expression of misgivings about the shallow depth of executive ability and responsibility in many industry companies. On communication, Heil said that in his

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"WHAT'S NEW?" was question heard just as often as "Where do we register?" Groups above seem to be getting some answers.

organization all phases of top management meet each morning to discuss killing and cutting operations, sales, into-the-freezer policy, cut-out, hog buying policy and other factors. From the meeting guidance information goes out to supervisors, foremen and employees.

Panelist Norman Brammall, Food Management, Inc., pointed out that there are too many one-man organizations in the industry, and that, in many firms, there are too few skilled and intelligent junior executives and supervisory employees to back up top management.

While not questioning the observation, panelist Marhoefer was pessimistic about the outlook. "We have to buy help like we buy hogs," was his view. "Our low margins mean that we can't buy the best of assistants and we can't attract top grade men to bring up as industry executives."

A rather defeatist discussion about the possibility of recruiting college graduates as executive and supervisory trainees followed; it was implied that large industrial and scientific companies skim off the cream, and that the meat industry has little to offer in the way of desirable working conditions and financial inducements.

This attitude did not go without challenge, however, and it was pointed out by some that the dynamic and essential character of the industry should attract worthwhile men in educational institutions if they could be reached. One member of the audience criticized the packers' own attitude of rejecting the industry as a good field for their sons. He pointed out that industry members must have pride in their own jobs before they can expect to convince others that they should "join the team."

One of the last questions raised in the meeting concerned the desirability of communicating a company's profit or loss situation to the employees. While no one suggested that employees should be given actual figures, one panel member emphasized that the rank-and-file should be kept informed on trends. Another suggested that departmental showings, inasmuch as these are directly related to worker performance, should be posted weekly. He indicated that demonstration of the effects, on each department, of low yields, excessive breakage, etc., has a salutary result.

The group left the meeting, with the thought expressed by chairman Broecker:

"We must do a selling job. We have to go out and sell this industry, sell ourselves, and, above all in 1955, sell meat."

State Associations Many Packer Benefits Seen



SCHLOSSER

TURVEY

SWICK

MEDDIN

STEPHEN

By BETTY STEVENS

Associate Editor

THE respect engendered at state capitals by an association of meat packers within the state is of utmost benefit to the industry and such organization should be encouraged, packers agreed at the NIMPA clinic on state associations.

Better state inspection and marketing laws and better enforcement of regulations now "just on the books" were mentioned as some of the gains that can be achieved through the creation of a single voice of packers within the state.

"When you have a state association, you have strength," said John G. Stephen of Arbogast & Bastian, Inc., Allentown, Pa., who served on the workshop panel. "If you want to know how effective our Pennsylvania association is, take a look at our regulations. We think they're wonderful."

Other panel members were: J. J. Swick, Copeland Sausage Co., Alachua, Fla., who acted as chairman; Gerald Meddin, Meddin Packing Co., Savannah, Ga.; Ray Turvey, Turvey Packing Co., Blackwell, Okla., and Felix Schlosser, Morrilton Packing Co., Morrilton, Ark.

There is never a change in the Pennsylvania regulations affecting meat packers until after the state secretary of agriculture consults the association, Stephen explained. The Pennsylvania association, which has been active for a number of years, has practically written the meat laws on inspection and enforcement, he said.

A newly-formed association, the Georgia Independent Meat Packers Association, is experiencing the same kind of welcome. "Our Georgia commissioner of agriculture has told us he wants us at his elbow for consultation before he takes any action," reported Meddin, who is secretary-treasurer of the group. Georgia's commissioner, Phil Campbell, who took office just recently, is to be guest speaker at the first meeting of the packers' organ-

ization Saturday, May 14, at the Dempsey Hotel in Macon.

The desire to establish a state association should come from packers within the various states but NIMPA can help the groups get started if packers ask, Stephen said. Meddin advanced the idea that NIMPA should not participate openly in the formation of state associations but be a guiding hand.

Just as state associations should be independent of a national organization, municipal associations work independently of state associations in the large cities where they have proved beneficial, it was pointed out. The municipal association problems are local and have little, if any, bearing on the state laws. A trend toward an increasing number of local inspection ordinances was reported.

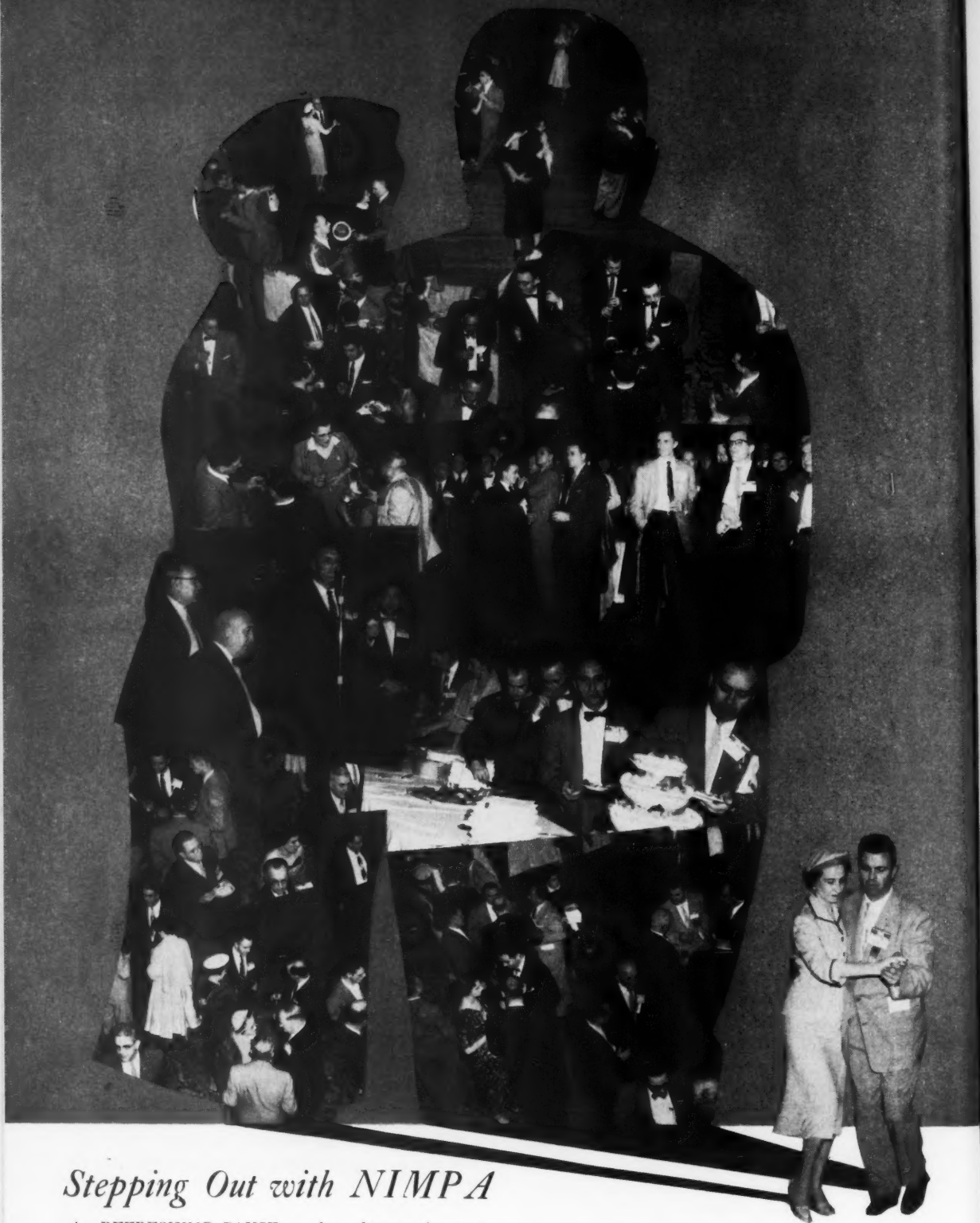
Although the main job of state associations is within the respective states, they also can make their influence felt in Washington, D. C., Stephen reported. The Pennsylvania association, for example, is having a dinner in Washington in May and at that time will tell the senators and representatives from Pennsylvania what the packers back home think about national issues.

Inspection fully paid for by the state as a protection owed to its citizens is a major goal of most state associations, Swick told the workshop audience.

Several packers mentioned that their states provide free inspection service for certain other food industries

PANELISTS

J. J. Swick, Copeland Sausage Co., chairman; Gerald Meddin, Meddin Packing Co.; John G. Stephen, Arbogast & Bastian, Inc.; Ray Turvey, Turvey Packing Co., and Felix Schlosser, Morrilton Packing Co.



Stepping Out with NIMPA

A REFRESHING PAUSE in the otherwise business-packed convention activities was the Tuesday afternoon cocktail party, reception and dance, which packed the Grand Ballroom. NIMPA's initials, carved in the varicolored ice which is a Palmer House speciality, stood out above the attractive buffet at one end of the room.

At the other, some of the more energetic tried such dance steps as the Indiana Hop while a big crowd enjoyed just watching. Among the fox trot fans were John Vaughn and his partner (lower right) whose silhouette was borrowed for this photo layout.

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but require packinghouses to pay all or part of the cost of such inspection, placing an unfair burden on this industry which is so essential to the health and welfare of all persons. When packers must pay for state inspection, this also is a disadvantage in competition against federally-inspected houses which pay nothing for the federal service. Some packers under state inspection are penalized, too, by lax law enforcement which allows uninspected product to compete freely for consumers' dollars within their states.

None of the packers present at the workshop session was from a state providing free inspection service for the meat industry. In Pennsylvania, Stephen explained, slaughtering plants hire their own veterinary inspectors and they are approved by the state. Any other non-federal inspection is done by the cities in Pennsylvania.

In Florida, the state pays about 38 per cent of the cost and packers pay 62 per cent, Swick said. The Florida Meat Packers Association, however, had a bill introduced in the current state Legislature that would have the state assume the entire cost of meat inspection as it does in the case of milk and citrus inspection. The Florida group was successful in the past in getting state inspection put on a compulsory basis, rather than the previous voluntary plan.

Oklahoma meat packers also are working to get that state to assume inspection costs and have been fighting for a \$200,000 appropriation in the current Legislature, Turvey explained. The Oklahoma group is opposing a counter-proposal that inspection be financed by an excise tax of 1 mill per pound on grocers. "From a public relations standpoint, an excise tax on our customers is bad," he said.

State inspection fees also were reported to be a problem in North Carolina and Virginia, and packers in both states hope they can do something about it through an association.

"We're trying to get a state association formed in North Carolina," said W. M. Elliott, president of White Packing Co., Salisbury, N. C. "We have all these laws on our books, but they aren't enforced. State laws say we have to have inspection, but we have some competition with no inspection." In North Carolina, he explained, the packer "bears all the brunt." The state inspection fee is 25c a head for cattle and 10c a head for small animals.

"You should have your association's legislative committee work with the Legislature," Swick suggested.

The problem of Virginia packers, which is being felt by those in Richmond particularly, was brought out by Robert McSweeney of Joseph McSweeney & Sons, Richmond. Virginia pays no part of the state's new inspection program, he explained. The city of Richmond did have a good inspection service but decided to drop this and save the money when the state offered a service for which the packers must pay. "A handful of us are interested now in getting a state association started," McSweeney said. NIMPA could help, he added, by having information on rates the various states are charging, either hourly or per head, since it would help get rates lowered if packers could show that other states charge less for inspection.

"NIMPA is anxious to help state associations get organized so they can go to the legislatures," Stephen



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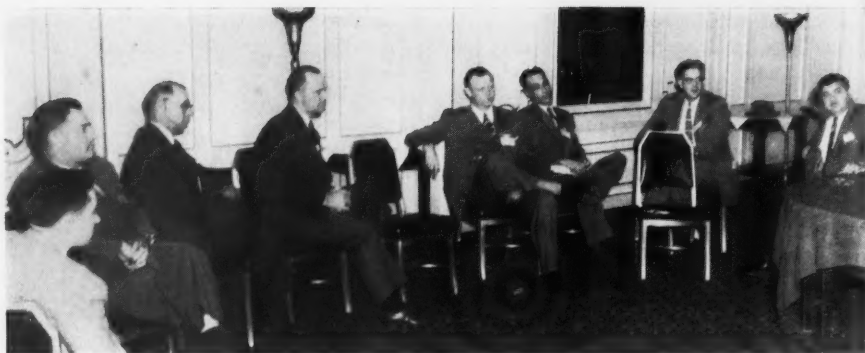
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MAKE YOURSELF comfortable, the song says, and that's what these members of the Midwestern regional division did at their special meeting on Sunday afternoon.



reiterated. "States should pay for inspection. Get organized and go to the legislature. Don't tell them how to get the money for inspection. That's the state's business."

Livestock buying, the packer's greatest expenditure, is another area in which state associations can be of benefit to members, the workshop panel pointed out. "Excessive livestock shrink is a problem in Georgia and we're going to do something about it," Meddin said. He explained that members of his association agree that 3 per cent is the maximum shrink that should be allowed.

Members of the Florida Meat Packers Association, Swick said, exchange data on hog yields, and grades from different points "and we're doing a better job of livestock buying." The Florida group, he continued, also is working on a code of ethics to stop such practices as raiding of sales forces and to provide for better labeling of product. In other beneficial action, the association is trying to get members to use cost accounting and be aware of their costs and also is working with the state purchasing agent.

The Pennsylvania association is sponsoring research at Pennsylvania State College. "Research is a good outlet for any surplus in a state association treasury," Stephen said.

To illustrate how fast a state association can grow, once a small group gets behind the idea, Meddin told how the Georgia organization was started. Six or seven packers from Georgia got together last December at the Southeastern NIMPA regional meeting in Jacksonville and appointed a temporary chairman. An organizational meeting held in January in Macon, which is

in the center of the state, attracted an attendance of more than 120 persons. The group elected officers, discussed dues and decided that plants with sales of less than \$500,000 a year should be charged \$10 and those with sales of more than \$500,000 should pay \$20.

Of 75 potential member firms, 60 already have joined the Georgia association, Meddin said, explaining that the low membership fees are a major reason for this success. Fourteen committees have been established to deal with various packer problems.

Meddin, Schlosser and others at the workshop clinic said they did not believe suppliers should help finance state associations. The Georgia group permits suppliers to be associate members at no cost. In Pennsylvania the association has no associate members and feels that suppliers have no place in a state organization, Stephen said.

Asked whether it was advisable for a state association to have a paid staff, Meddin replied that the Georgia group had not found it so and that his duties as secretary-treasurer have not been too much of a drain on his time.

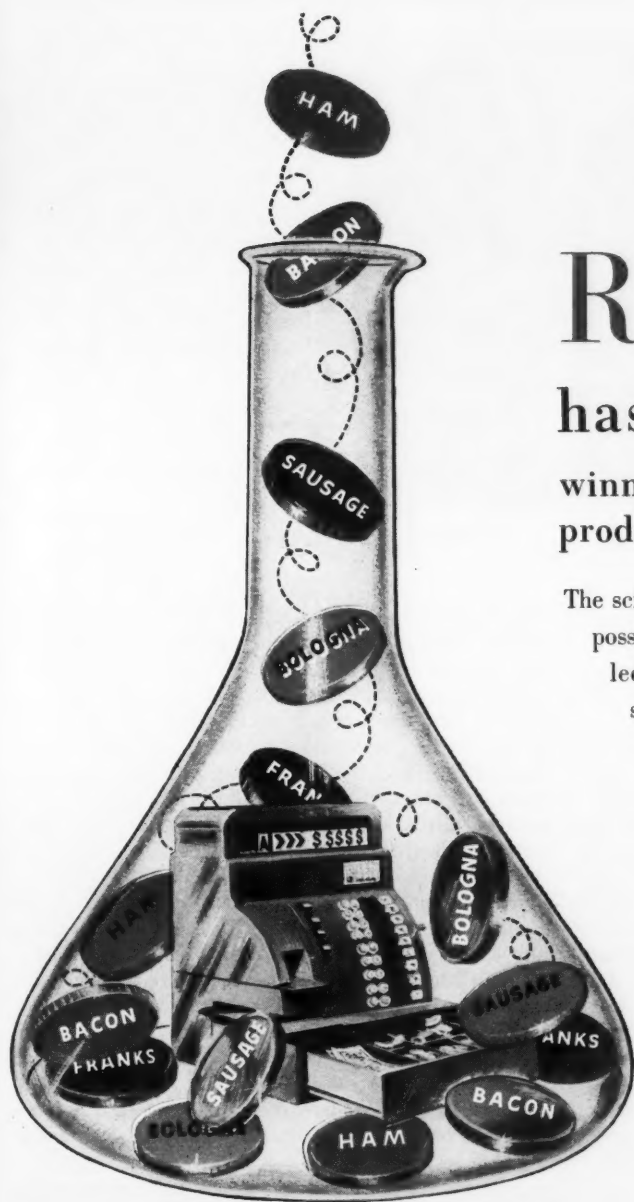
State associations, it was emphasized, are not composed of NIMPA members only but include packers belonging to other trade organizations and packers with no national or regional affiliation. Federally-inspected houses, such as Arbogast & Bastian, have found they benefit from belonging to a state association just as do packers who distribute solely within the state.

Interest at the workshop clinic and NIMPA's willingness to help indicate that more state associations of meat packers are in the offing. ■



BEEF CLINIC, where discussion centered on grading, was an active one. Below are Fred Beard, USDA grading chief, and L. E. Liebmann, Liebmann Packing Co.





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PANELISTS

John E. Thompson, Reliable Packing Co., chairman; C. O. Hinsdale, Balentine Packing Co., D. J. Twedell, Houston Packing Co., and Herman Hoppe, Braun Bros. Packing Co.

ASCORBIC ACID, injection curing, phosphates and freezing were some of the subjects discussed from many viewpoints at the curing workshop on Tuesday afternoon under the chairmanship of John E. Thompson of Reliable Packing Co.

Chairman Thompson led off with slides and a description of an ascorbic acid test made by his own firm. In this experiment three pairs of hams—three of which were treated with conventional pickle and the other three with pickle containing ascorbic acid—were cured for different lengths of time before smoking. One pair of ascorbic and non-ascorbic hams was cured three days, another was cured one day, while the third pair went into the smokehouse immediately after cutting and pumping.

Thompson pointed out that color development was more rapid in the ascorbic-treated hams, although admittedly not complete in the more speedily and smokehouse-cured cuts. He stated that it was his conclusion that after a period of time exceeding three days the difference in color between meat cured with ascorbic acid and meat cured conventionally is almost indistinguishable. He also emphasized that full curing should bring a distinctive line of color demarcation between the muscle underlying fat and the fat itself.

Panelists Herman Hoppe, Braun Bros. Packing Co., and C. O. Hinsdale, Balentine Packing Co., expressed the belief that flavor is important to the consumer and that curing time is an element in the development of flavor.

"We expect too much of some of these products that have come on the market," said Hinsdale. "They are wonderful for developing color and eye appeal, but they have not done too much for the flavor of our products. I have not found anything that will take the place of added time to develop the flavor in curing."

"Give the cure time to work," admonished Hoppe.

"We have all seen examples of products that have been rushed through pumping and into the smokehouse in the desire to improve yields and minimize inventories."

Roy Morse of the Wm. J. Stange Co., who participated in much significant curing research when associated with Kingan & Co., pointed out that full color development often fails to take place in smokehouse-cured hams because two reactions are going on simultaneously—one between nitrite and the meat pigments and the other being the heat-induced coagulation of the protein. If the coagulation is completed before color development in some portions of the ham—as it frequently is because of the mass of the cut—these parts will never have a fully cured color. He agreed that this is less likely to occur in bacon where protein coagulation is slower because of a lower processing temperature.

Morse asserted that development of a fully cured color is almost impossible in fat infiltrated tissue, such as the oval muscle in the upper part of the ham. He also suggested that under curing can be avoided in heat-processed product if the meat is relatively warm and is



CENTRAL DIVISION packers warm up for the convention at their own meeting on April 24.

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pumped with 100° to 110° F. pickle. However, he cautioned, such product must be rushed into the smokehouse.

Scientific research by the government and private agencies contradicts one of the statements made during the floor discussion—that the color resulting from use of ascorbic acid may last beyond the acceptable life of the product.

Proponents of both the dry cure and the injection cure for bacon stated their reasons for preferring the practice they followed.

Panelist Hinsdale, for example, stated that "for our operations, we have found that a dry cure gives us much more satisfactory results, especially when we get the product on the table," while panelist Hoppe said that "if you are not shooting for yield alone, but use the machine on its merits of labor saving, time reduction, and uniformity of cure, it can be relied on much more than conventional curing."

Panel member D. J. Twedell, Houston Packing Co., reported that his firm is injecting at 60 lbs. pressure, and cautioned the group that injection equipment requires excellent care. He said that his company is slicing with the bacon at 24 to 28° F.

There appeared to be general agreement that good bacon can be produced by injection curing—with no sputtering or breakdown when fried in the household—if the yield from green weight is held at a reasonable figure. Finished yield of 93 to 95 per cent of green weight was mentioned by several as the proper objective for the packer who wants to turn out a good product.

In connection with the use of phosphates in curing it was stated that the addition makes it possible to turn out a relatively dry ham, even though artery pumped and processed to a finished yield of 100 per cent of green weight. George Hall of Calgon, Inc., said that a number of tests by the firm had proved that such results are possible, and added that better color and color stability can be demonstrated.

A member of the audience asserted that phosphates are being used in injection curing of bacon to create a dryer product and to enhance the color contrast of lean meat with fat.

Another member of the audience, who reported development of rancidity in bellies frozen after curing, was



EXECUTIVES HEARD about some of the business-sinking small leaks, as well as big problems, at the plant management workshop.

told that industry experience indicated his practice should not be followed. Morse pointed out that the presence of salt speeds up the development of rancidity in pork, and that the questioner had accomplished this speedup in his product.

In response to a question as to whether hams should be hung butt or shank down in smokehouse, one panel member said that butt-down hanging gives a better-shaped cut and avoids stretch-out, while another panelist reported that some packers argue that shank-down hanging minimizes smokehouse drip and flattens the butt so that the dealer can cut slices from the end of the ham more easily.

Freezer cuts can be turned into good cured meats if they are defrosted properly, according to the panel. Hams must be completely defrosted to avoid under-cured spots, while bellies must be watched to see that they do not soak up water. Chairman Thompson emphasized that product must be frozen fast, with minimum disturbance of the physical structure of the meat, to be in optimum condition when thawed. He cautioned those who buy frozen pork to be sure that the seller's freezing practice, as well as his trim, will yield an acceptable product.

In response to a question about the best temperature for processing ready-to-eat hams, panelist Twedell remarked that 152° to 155° F. is satisfactory. Higher temperature may result in the meat pulling away from the bone. ■



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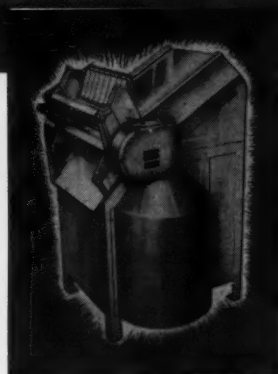
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per hour

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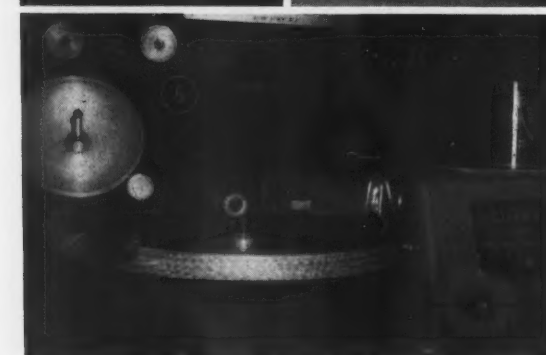
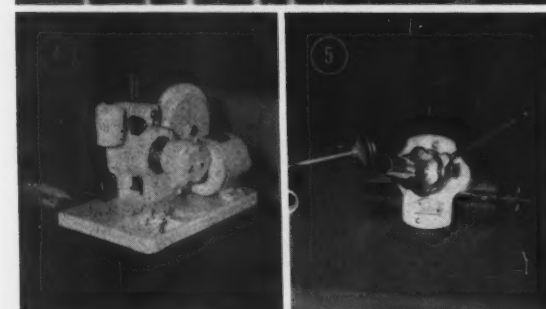
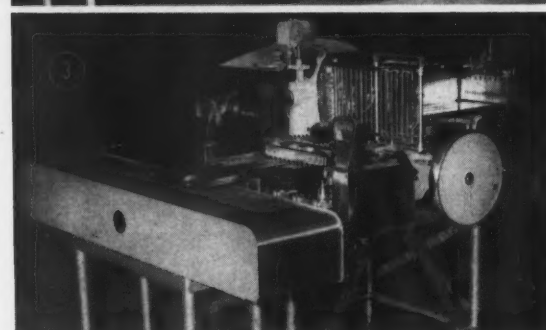
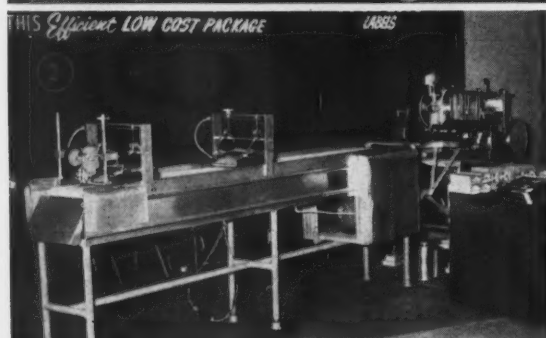
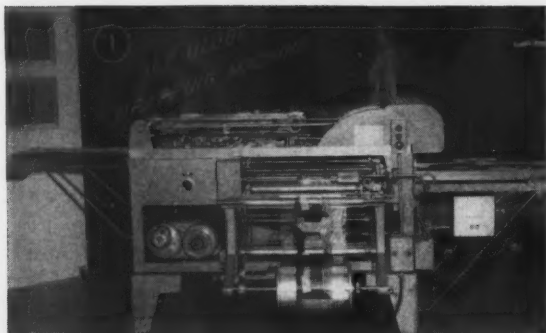
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Equipment Review

The latest in meat industry machines and supplies taken direct from the exhibit floor at NIMPA convention

1. RE-ENGINEERED, this new wrapping machine can handle up to 80 packages of product per minute, doing the covering by underfolding. For faster reaction, controls have been changed from the clutch to the electronic type. The unit will take most packinghouse package sizes and can handle most heat sealing films in roll form. Straight line flow which can be integrated into production lines is featured. The machine can be equipped with an electric eye for printed roll registration and is available in a model that will handle cartons requiring side sealing. The Globe Co., Chicago.

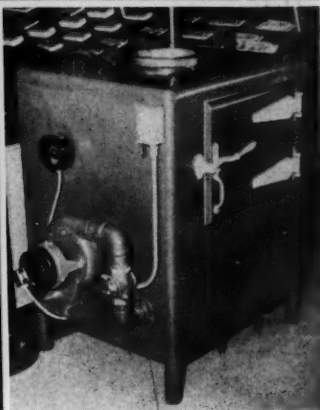
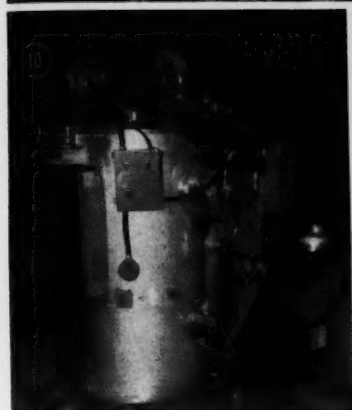
2. FOUR OPERATORS using equipment featured in line shown here—stacking-scaling slicer; roll-film-hot-plate sheeter; two overhead hot plates with coder attached to last unit, and conveyorized table—can package 3,600 to 3,800 lbs. of sliced luncheon meats per hour, it is claimed. Overhead plates which are mounted above conveyor belt are said to help shrink film tightly around product. The line is said to function best with Saran or Pliofilm. Miller & Miller, Atlanta, Ga.

3. A HUNDRED LUNCHEON meat slices per minute from slicer into pouch is the production performance of this new device. The machine stacks slices from 0 in. to approximately 5/32 in. thickness in stack counts of 4 to 12. As stacking is completed, a pusher bar moves the stack onto a check scale platter, and on the next cycle shoves the stack into a pouch held in position by the mandrel which is part of the unit. Stacked slices can be transferred to take-away conveyor for sheet overwrapping. Slicer blade is self-sharpening. Parts contacting meat are made of stainless steel. Correct weight is made 85 per cent of the time. U. S. Slicing Machine Co., Inc., LaPorte, Indiana.

4. HIGH SPEED FIRST tie unit can apply protective tape to casing before making metal crimp. The unit is designed for 1-lb. and under packages. Rates of 600 to 1,000 first ties per hour are claimed. Packaging material needs no pre-folding for first tying. The reel holds enough aluminum alloy clip material for approximately 3,000 first ties. First tie can be made with string loop. Tipper-Tie, Inc., Union, N. J.

5. MADE OF STAINLESS steel, this apportioning device discharges any desired weight range from 1 to 20 oz. Hand operated, the unit attaches to the stuffer and can fill approximately 20 pouches per minute with sausage product. It works equally well with coarse cut or emulsified product. Made of stainless steel, it is easily dismantled for cleaning. Mongolia Importing Co., New York, N. Y.

6. A NEW GERMAN cutter is said to prepare the fresh meats for a bologna emulsion in 3½ minutes. It will rough cut meats for salami in 30 seconds. Featured is a 2-speed spindle movement with a low of 900 rpm. and a high of 1800 rpm. Spindle has 6, 9, or 12 blades, depending upon cutting action desired. The machine reportedly can handle frozen as well as fresh meats with no pre-grinding, and eliminates the need for subsequent mixing. The motor is fully enclosed and the knife hood can be lifted from the front. Unit shown has a capacity of 450 lbs. and is powered by a 60-hp. electrical motor. K. C. Seelbach Co., New York, N. Y.



7. AT RIGHT IS VACUUM pulling machine which exhausts air from pouch. Vacuum is activated by tilting nozzle to side. Neck, closed by spinning, is then placed in crimping jaw which is activated by a finger control in line with the package neck. Unit has excess neck cutoff blade at jaw level. Device at left dunks product packaged in thermoplastic film for shrinking after vacuum has been pulled. Free floating roller holds package under water and helps move it forward. Hydrhone Equipment Sales Co., Milwaukee, Wis.

8. NEW GRINDER is said to handle 30,000 lbs. of fresh or frozen meat per hour through $\frac{1}{8}$ -in. plate. The large throat can take 100-lb. blocks of frozen meats. Patented features on the screw prevent overloading. It is said that the unit can grind bone or hog skins. It is powered by a 25- or 40-hp. electrical motor. Easy to clean, the machine will coarse grind up to $\frac{3}{8}$ in. Grinder is distributed by Speco, Inc., Schiller Park, Ill., and Meat Packers Equipment Co., Oakland, Calif.

9. LARD OR SHORTENING containers in weight units of $\frac{1}{2}$ to 8 lbs. can be filled at a maximum rate of 15,000 lbs. per hour with this machine. Unit operates at a maximum pressure of 500 lbs. psi. Each filling stroke discharges entire volume, leaving no product in cylinder. The machine measures and fills by volume. A special carton spreader blows the liner against carton walls just before filling. The single belt feed and take-away conveyors can be integrated with high speed lard carton forming and closing units. A "no container—no fill feature" prevents waste. The Allbright-Nell Co., Chicago.

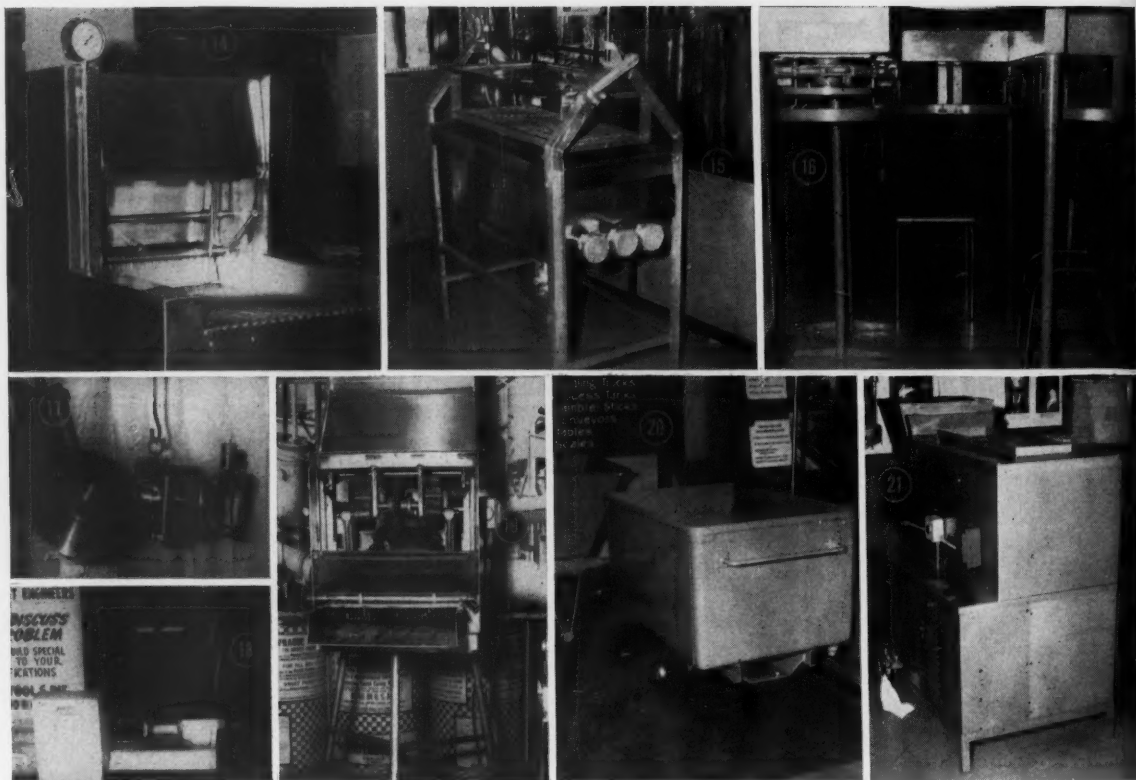
10. SMOKE GENERATOR features a constant smudge level of dampened sawdust which is fed from supply by a rotating distributor arm. Sawdust is fed only as level drops. Smoke laden air from smoker is pulled downward past a water pan

into which the fly ash and particles are precipitated. Unit has replaceable burner pot. Pull-out blower has built-in cleaning device. Large sawdust hopper will hold supply for several hours of service-free operation. Automatic system prevents overheating. Julian Engineering Co., Chicago, and Meat Packers Equipment Co., Oakland, Calif.

11. DESIGNED FOR THE specific purpose of cleaning tank cars or trucks used to transport edible or inedible animal fats, this jet cleaner rotates in two planes. The nozzle head with the two jet sprays makes a complete 360-deg. path in the vertical plane while the rotor elbow completes a 360-deg. path in the horizontal plane. The unit delivers the detergent solution at pressures up to 200 psi. and at temperatures of 150° to 210°F. Completely portable, it can be handled by one man. Sellers Injector Corporation, Philadelphia.

12. NEWLY ENGINEERED fleshing machine is shown with its ham facing attachment. Through an adjustment of the blade, the amount of covering to be left on the ham is regulated. As the attachment removes the covering to the desired thickness, the knife fleshes the skin. The entire ham can be fleshed including the shank end. The knife has been reset in this model for better fleshing. Townsend Engineering Co., Des Moines.

13. NEW SMOKE GENERATOR, featuring all stainless steel interior, can supply smoke requirements of two ten-cage houses. Density of smoke is controlled by regulating the air flow into the sawdust chamber. An air blower pulls air from outside around the jacket of the chamber, cooling the smoke and the unit. Smoke blown from the generator passes through stainless steel dry spark arrestors and filters. All parts are easily replaced. L. C. Spiels Co., Inc., Chicago.



14. A NEW, LARGE SIZE pickle permeating unit can handle up to 480 pieces per hour. Bellies can be fed sideways or two abreast. Eighteen valve type reciprocating needles discharge pickle only upon penetration. The needles are actuated by multiple cam action machinery powered by a 1½-hp. splash-proof electric motor. A release valve is set for 60 lbs. pressure. Bellies up to 28 in. wide can be handled. All exterior parts are made of stainless steel. A large pressure gauge is mounted in front for easy reading. The Cincinnati Butchers' Supply Co., Cincinnati.

15. HEATING OF DIP TANK fat takes place above the immersed heating tubes with the result that particles falling from loaves or hams being browned or glazed do not come in contact with hot plates or coils. This feature prevents fat discoloration or off flavor to product. Gas heated, the unit has positive temperature controls. It requires no electrical current. Nine to 12 five-pound loaves can be browned in 45 seconds when the fat temperature is set at 375° F. Dip pan, cover and heating tubes are made of stainless steel. Advance Oven Co., St. Louis, Mo.

16. NEW SWITCH PERMITS the feeding of trolleyed product from feeder rails into the main pusher type powered conveyor with no need to operate the switch manually. The oncoming trolley from the feeder rails trips the switch into position. The trolley on main rail clears the switch. The throwing arm for clearing the feeder switch is at pusher bar height and activated by it. LeFiell Company, San Francisco.

17. THIS NEW SAW with 12-in. blade can be used to break hog carcasses or beef quarters into primal cuts. Powered by a 2-hp. electric motor, the unit features positive toggle switch control through an automatic micro-switch. The electrical receptacles are waterproof. Mounted to counterbalance, saw can be used to make hog primal cut breakdowns in one continuous operation. Blades are quickly interchangeable. Best & Donovan, Chicago.

18. AN IMPRINTING machine featuring two type heads will imprint on cartons, pouches, casings and in two separate legends. One prints the product name and ingredients; the other the establishment number and inspection legend. Foot-operated and hand-fed, the unit's performance is limited only by the versatility of the operator. Either of the heads can be used. Rubber slugs in the heads can be changed in minutes to permit new product listings. Oster Tool & Die Corp., Chicago.

19. A HIGH SPEED PERFORATING machine prepares bellies at rates of 300 pieces per hour for curing by the Penetrone technique. The machine has two rows of 29 steel pins which have a diameter of less than ⅛ in. After they have penetrated the belly, the pins move forward and upward as the belly is stripped by a bar. All parts coming in contact with the meat are made from stainless steel. The unit has a ½-hp. electric motor and occupies a space 38x38x63 in. high. The Griffith Laboratories, Inc., Chicago.

20. NEW COATING FOR galvanized packinghouse truck equipment is said to provide a protective covering good for 5 to 10 years. The material eliminates need for reglazing. It greatly lessens the time required to clean vehicles. No after oiling is necessary on a cleaned truck. The material is said to be shock and chip resistant and will not buckle under sudden temperature changes. Coating is applied at the factory of the supplier, The Bishopric Products Co., Cincinnati, Ohio.

21. GAS FIRED SMOKE generator features controlled feeding of dry sawdust onto a hot plate where instantaneous smudging occurs. Smoke is recirculated at the rate of 2,000 cu. ft. per min. Volume of air movement creates negative pressure which sucks up smoke from the generator section without bringing air in contact with smudging sawdust. The sawdust hopper can hold a 24-hour supply. Unit will furnish smoke for one four-cage house. A fuseable safety link stops sawdust feed and fan at 360° F. Koch Supplies, Kansas City, Mo.



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"Answer"

to colorless, slow-moving
ground meat products

✓ **"BRITEMETE" Preservative . . .**

*brightens your sales picture by giving your
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WHAT "BRITEMETE" WILL DO FOR YOU:

Too many sales are killed because the product doesn't *look* right. Highest quality products made from only the very finest ingredients lose out at the point of sale unless they shout out above the competition. "BRITEMETE" *preserves* the goodness . . . brightens your products' sales future . . . gives them a colorful lift . . . takes the red out of the ledger and puts it into the meat.

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C-D Triumph Stainless Steel Plates
Guaranteed 5 Years.



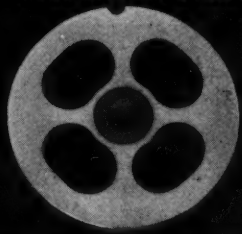
C-D Lock Spring
Bushing gives
2 plates in 1



C-D Superior Reversible or
Solid Hub Plates



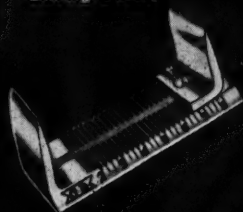
C-D Special Purpose Plates
with Kidney-Shaped Holes



C-D Special Purpose Plates
with Teardrop-Shaped Holes

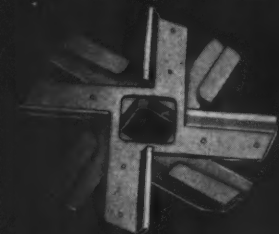


C-D Sausage
Linking Guide

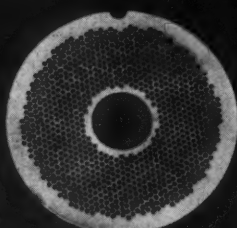


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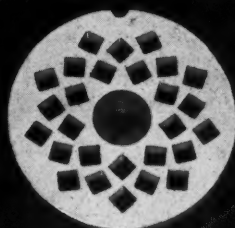
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In-Transit Losses Seek Ways to Cut \$50 Million Loss



LUNDY

KENNEDY

PICKARD

WEILAND

SEGEL

By GUST HILL
Market Editor

PACKERS, concerned over the high cost of livestock handling and transit injury losses, met in the Crystal Room for a panel discussion of the situation to compare notes on their individual experiences and to seek means of meeting the challenge of reducing the waste.

Dr. J. R. Pickard, manager of LCI, pointed out that losses in deads, cripples and bruises due to all handling are costing the meat industry about \$50,000,000 annually. This figure was based on 1953 losses at 1954 dollar costs.

The 73,624 head of cattle which died or were crippled in transit in 1953 cost the meat industry \$1,260,958 and the 6.8 per cent of all packer cattle which sustained condemnable bruises raised the total of such loss traceable to transit and handling to about \$10,000,000, Dr. Pickard added. The loss from dead or crippled calves was well in excess of half a million dollars.

Dead and crippled hogs which arrived at markets numbered 89,969 head for a loss of over \$4,500,000 and the 8 per cent of all hogs which sustained non-crippling bruises represented an additional \$5,000,000 loss, according to data compiled by LCI. Sheep and lamb losses in deads and cripples amounted to nearly half a million dollars, but non-crippling bruises would add to that figure considerably.

How and where all injuries to livestock occur cannot be ascertained conclusively, according to Dr. Pickard, but any solution to the problem of transit and handling losses must be broad enough to cover the entire length of the movement of livestock from ranch and farm to packing plant. Increases in loss are in direct proportion to distances traveled.

Equipment used and the manner in which it is employed on livestock, at ranch or farm and at the packinghouse are important factors in handling losses, Dr.

Pickard went on. Calves and sheep should not be pulled by the hide or fleece, as that often results in separation of tissues. Solid prods leave lasting and condemnable bruises when applied roughly on animals.

Vehicles in which livestock is hauled, he said, must not be overloaded and where loads are mixed, partitions to separate different species and sizes and sexes, are necessary, or damage to animals will result. Truck and railroad car floors must be covered with adequately tractionable material to prevent slipping and falling. Animals need ventilation in the summer and protection from weather in winter.

From the packer standpoint, Dr. Pickard suggested, the loss prevention program ought to be conducted by a committee composed of plant superintendent, plant manager and employees. The committee should meet at regular intervals to report on findings and to make recommendations. Pickard urged further that packers keep the idea of careful livestock handling constantly before the employees. "One important thing to packers is to spend time with buyers to watch for injurious practices, whether they occur at the local market or at country auctions."

In his answer to the question of causes of transit injuries, Floyd Segel, talking from his own experience with cattle, stated that most of the falling in railroad cars resulted from the terrific jarring and bumping of the cars during coupling and at sidings. "You can com-

[Continued on page 125]

PANELISTS

Franklin L. Weiland, Weiland Packing Co., chairman; Burrows T. Lundy, Lundy Packing Co.; Jay Kennedy, Braun Bros. Packing Co.; Dr. J. R. Pickard, Livestock Conservation, Inc., and Floyd Segel, Wisconsin Packing Co.



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LETTERS

Because there seemed to be some confusion following the sausage workshop clinic (see page 73) at the recent NIMPA convention, about the aims of the American Dry Milk Institute in petitioning the Department of Agriculture for modification of the meat inspection regulations, the NP suggested that the Institute clarify its stand.

Editor, THE NATIONAL PROVISIONER:

Thank you for the opportunity of clarifying the position of the American Dry Milk Institute with regard to its objectives for the use of nonfat dry milk solids in sausage.

Objectives of the Institute, with respect to the use of nonfat dry milk solids in sausage, are:

A. The use of the correct, legal terminology "nonfat dry milk solids" rather than "dried skim milk."

Note: A definition and standard of identity for the product for purposes of the Federal Food, Drug and Cosmetic Act was established by an Act of Congress in 1944 under its alternative common names of "nonfat dry milk solids" or "defatted milk solids." "Nonfat dry milk solids" is the term used by all dry milk manufacturers in their labeling and promotion. "Dried skim milk" is the name used for animal feed grade of production.

B. To reclassify nonfat dry milk solids in order to distinctly disassociate it from cereals, starches, flours.

Note: Cereals, starches, flours are all of vegetable origin. Nonfat dry milk solids is an animal product, high in animal protein. Even more importantly, the quantity and balance of its essential amino acids results in milk protein being nutritionally high in quality. In addition, nonfat dry milk solids contribute significant amounts of calcium and other minerals, in which meat products are lacking. Therefore, there is a unique purpose and result of adding nonfat dry milk solids to sausage: It increases the nutritive value of the finished product by the incorporation of a food of animal origin.

Therefore, it is asked that nonfat dry milk solids be reclassified and defined as a separate and distinct ingredient for use in sausage manufacture.

C. To increase the permissive quantity of nonfat dry milk solids which may be used in sausage to 5 per cent.

Note: Following reclassification, the recommended 5 per cent level of use would not apply when nonfat

dry milk solids is used in combination with products of vegetable origin (cereals, starches, flours).

The American Dry Milk Institute makes no suggestions or recommendations regarding the use of products other than nonfat dry milk solids, this not being their prerogative. However, it is their understanding that sausage manufacturers usually follow the practice of using either nonfat dry milk solids OR one of the vegetable products, and that they do not mix the two types of products.

Numerous physical improvements result from the use of 5 per cent nonfat dry milk solids: Improved texture, color, slicing qualities—reduced crumbling—elimination of shrinkage.

The suggested increase in the percentage of nonfat dry milk solids from 3½ per cent to 5 per cent is most reasonable and in the consumer interest, making available a nutritionally superior sausage at no increase in price.

A wealth of data are available to support these and other important reasons for using nonfat dry milk solids in sausage and at the 5 per cent level.

D. McCANN

American Dry Milk Institute

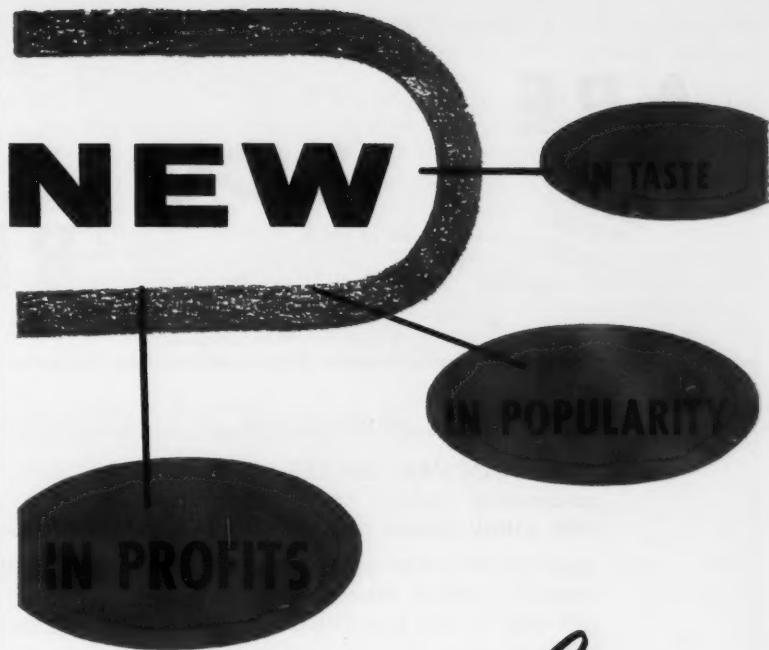
Self-Service Meats Boost All Store Volume—IGA

Installation of self-service meat departments tremendously increases the volume in all food store operations, a recently completed study by Glenn R. Curtis, director of the meat merchandising division of the 6,000 IGA stores, revealed.

In announcing the findings of the survey, Don R. Grimes, president of IGA, said many retailers, for some time, were convinced that self-service could not succeed without great store traffic. "Experience has proved this incorrect," he pointed out.

European Pork Invades Midwest via Great Lakes

Canned pork from Europe was unloaded this week from the first French Line steamer ever to reach Chicago through the Great Lakes, the American Meat Institute revealed. The Ville de Montreal brought in from Rotterdam 12,000 lbs. of canned hams, pork loins and pork shoulders. Some of the meat was consigned to Minneapolis, in the heart of the American corn and hog belt. Some remained in Chicago.



Custom BARBECUED FRANKS

Summertime is traditionally "Frank" time. Year after year these great American favorites represent the bulk of specialty sales—from coast-to-coast.

And now Custom has introduced an entirely new seasoning—Custom Barbecued Sausage Seasoning (sweet or hot, as you may prefer)—that brings a popular new taste to these old standbys. Indeed, Custom has actually succeeded in producing a true barbecue flavor for sausage products . . . a flavor that, until now, has been extremely difficult to obtain . . . a tangy taste-appeal that makes Custom franks a top item for year-round sales. And, their perfect color and texture make repeat business a certainty.

Find out how Custom Barbecued Sausage Seasoning can put new zip into the hot-weather market for you. And an early start will mean that you'll build bigger demand for this fine, customer-satisfying product later on in the year.

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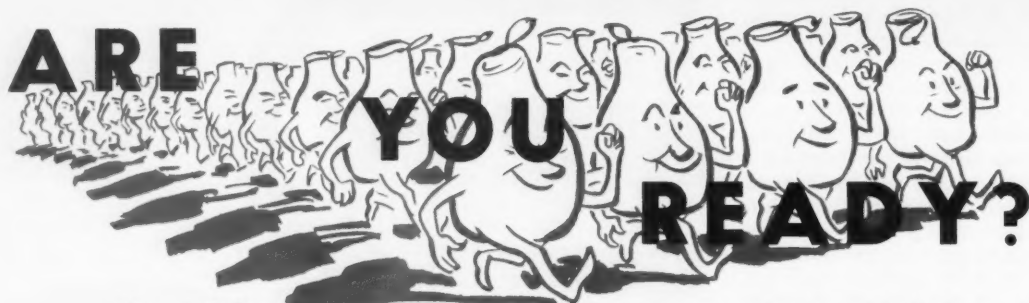
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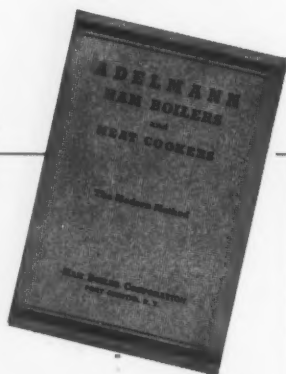
The peak ham season is fast approaching. Greater production of boiled ham is anticipated.

Are you prepared? Why not check your equipment today?

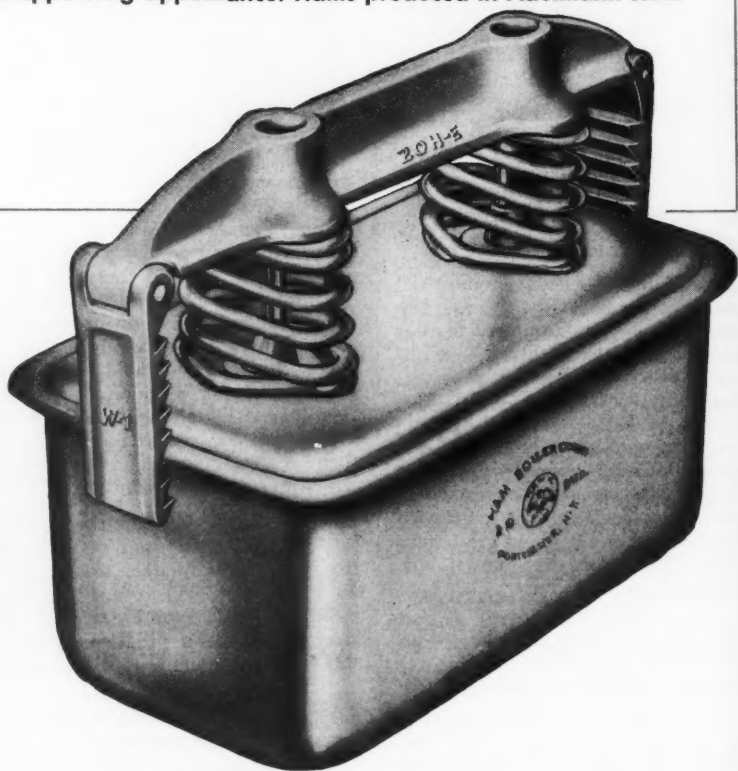
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ADELMANN — "The Kind Your Ham Makers Prefer"

[Continued from page 121]

plain to the trucker, but it is not so easy to talk to the railroad," he added.

To the question, "will piggy-back" hauling help packers?" Segel gave a qualified, "No." "It has no special appeal to us, but could perhaps be practical where plant and loading point are far from any railroad."

Jay Kennedy, in replying to the question, "are losses due to transit increasing or decreasing?" stated that bruises are increasing. But here, Pickard pointed out that there has been little change in the last couple of years, but the industry is becoming more conscious of such injuries. Kennedy did not believe that present

design of cars or trucks had much to do with injuries, but he said that ventilation and insulation could be improved.

Burrows Lundy answered in the affirmative to the question of whether NIMPA should or should not engage in any research on the subject on an area basis. He believes that NIMPA should get closer to Livestock Conservation in the study and Pickard agreed to go along with the idea.

Franklin Weiland, in summarizing the conclusions of the afternoon's discussion, pointed out that, with packer profit margins small, it is a good idea to take advantage of every saving economy point. ■

Summarize Workshop Findings at NIMPA Finale

LEADERSHIP, information and communications were recurring words at the Wednesday morning convention windup as chairmen of the ten workshop clinics summarized the findings of their groups. All stressed the need for having clearly-defined goals within the various plants and the industry as a whole and for the wide dissemination of information about those objectives.

"When people understand your objectives as managers, they will go along with you and bend their efforts in the same direction," said John E. Thompson in reporting on the curing session. The curing panel, he said, brought out the importance of establishing an understanding with curing personnel in the plant.

The value of state organizations in getting across the desires of packers within the various states by speaking as a "single voice" was emphasized in the summary of the state associations clinic.

"It is important that the plant atmosphere be correct and that the communications all the way down the line be kept up so we can follow a plan," said T. H. Broecker, in reporting on the plant management meeting.

D. L. Saylor II, acting chairman of the packaging and frozen meat committee, said that the group discussed having a single code dating system for the entire meat industry to end the confusion of retailers now handicapped by having to look in the separate code books of each packer to find out what they mean.

Detailed reports on the workshop clinics appear elsewhere in this convention issue.

Tribute was paid to *The National Provisioner* and *Meat Magazine* for their part in keeping the industry informed about new developments. "This organization can well be proud of our industry's press," said Chris Finkbeiner. "I read one article about a plan that will pay for the magazines coming to my office for the next 50 years."

Definite progress in two important industry areas—cost control and labor relations—was revealed by Finkbeiner. The NIMPA board at its Monday night meeting, he said, voted unanimously to get the accounting manual into print and make it available to the membership as soon as possible. The board also authorized NIMPA to proceed with a central library of labor information and to hire a man for the headquarters staff to do the necessary work to establish it. The central library is a project to give NIMPA members the same information about industry labor contracts that the union

representatives have when they are negotiating.

A problem of many federally-inspected houses, one that can be solved only on Capitol Hill, was brought out during a talk by Dr. A. R. Miller, chief of the Meat Inspection Branch, at the Wednesday morning session. He conceded that a lot of the overtime paid for by packers for meat inspection is something they can't help because the Congressional appropriation is not large enough to service the industry with enough inspectors.

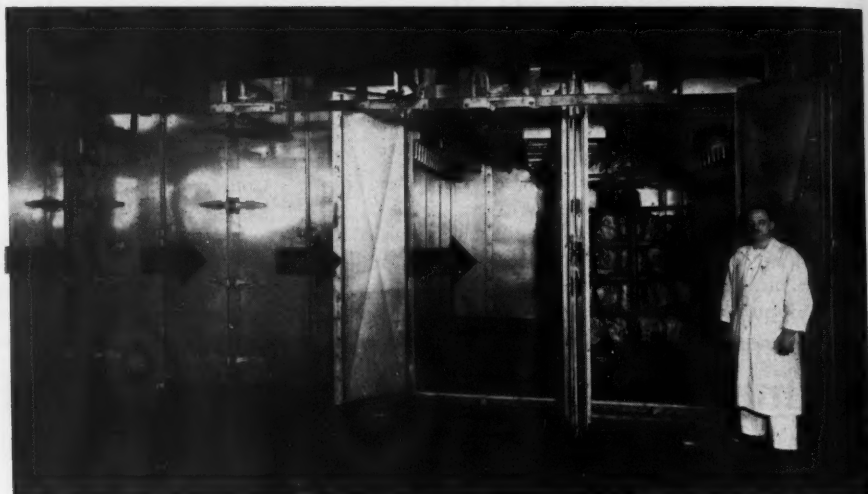
Overtime services of meat inspection are not financed by federal funds but have been charged against the packers since 1919 on the theory that those who receive such overtime should pay for it. Some packers, however, Wilbur La Roe pointed out, have based their whole operation on a certain number of inspectors only to find that MIB cannot provide that many. They then must make radical changes in their operation or pay for a substantial amount of overtime.

In answer to a question about total overtime payments in the industry, Dr. Miller estimated they will amount to somewhere between \$1,500,000 and \$2,000,000 this year. The rate has been changed since the passage of the so-called fringe benefit bill for government employees and the cost of overtime has gone up considerably, he said. No estimate was made about how much of this overtime is involuntary.

Pointing out that federal budgeting is a complicated process, Dr. Miller said MIB bases its budget request on the number of inspectors sufficient to maintain the production in each plant on a smooth operating basis. "We also reason," he said, "that when the industry is able better to plan its production during regular hours, the overtime hours can be avoided in large part." Those who review the budget at the various steps, however, have developed a practice of paring down with the result that the fund eventually appropriated is something short of the original request, he explained.

"We believe your appropriation of \$14,000,000 is not adequate," LaRoe said. The NIMPA general counsel emphasized that the pocketbook is controlled by Congress "and if we are going to get an adequate appropriation, we have to do it on Capitol Hill."

In an unusual departure for a convention of any industry, NIMPA passed no resolutions during its 14th annual meeting. T. H. Broecker, however, summed up the attitude of the entire association in his plant management report. "We have to go out and sell this industry, sell ourselves and above all in 1955 sell meat." ■



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The Meat Trail...

John Morrell & Co. Names Gibbs a Vice President

Election of V. A. GIBBS as a vice president of John Morrell & Co., Ottumwa, was announced this week by W. W. McCallum, president. The newly-elected vice president is manager of the company's Estherville (Ia.) beef slaughtering plant.



V. A. GIBBS

Gibbs was employed by the Morrell firm for 28 years until 1948 when he resigned his post as manager of the beef department of the Ottumwa plant to accept another position. Later he became affiliated with Tobin Packing Co. at Estherville and was assistant manager of that plant when it was purchased by John Morrell & Co. last August. He was named manager of the Estherville operation last fall.

PLANTS

Burns & Co., Ltd., Calgary, Alberta, acquired its first large production unit in Quebec province with the purchase of Modern Packers, Ltd., Montreal, along with Modern's subsidiary, Dominion Packers, Ltd. The Modern plant turns out a wide range of packinghouse items, including a full line of smoked products. A smaller number of products, including tallow, is produced by Dominion. Previously Burns & Co. had only a sales office and cold storage facilities in Montreal. Nearest plant was in Kitchener, Ontario, more than 400 miles away from the heart of the Quebec market.

Prevo Meat Packing Co. has been opened in Garden City, Kan., by FLOYD PREVO. The plant, which has five employes, slaughters and also makes sausage for wholesale and retail distribution.

LOYD (SPECK) HUDSPETH has purchased Beaver State Meat Co., Portland, Ore., from HYMIE ROSENBLOOM. The firm, which will operate under the name of Economy Packing Co., will furnish packaged grain-fed Eastern Oregon beef to restaurants, hotels, institutions and retail outlets. Hams and bacon also will be handled. Hudspeth is one of five brothers who graze some 20,000 head of cattle in

Eastern Oregon. Headquarters, ranch and main packing plant of their operation are at Long Creek, Ore., with wholesale and retail outlets at Prineville and Hermiston. The Portland plant will be headed by ERNIE SMITH. Lloyd Hudspeth, who will act as general manager, said the organization will introduce a "somewhat revolutionary" method of beef production by maintaining feed lots on a year-round basis. Cattle will be kept in the feed lots from 150 to 200 days to attain top quality, he said.

Purity Sausage Co., Inc., Inglewood (Los Angeles area), opened a new 5200-sq.-ft. facility. The building houses four blower-type coolers and five smokehouses. Weekly sausage capacity is approximately 30,000 lbs. The company also produces hams, bacon and smoked picnics and is a jobber for fresh meat and provisions. Officials quartered in the new building are HOWARD V. LONG, president; VICTOR BERARDINI, vice president; and PAUL HERZOG, treasurer.

Newsom Packing Plant is expected to begin operations this month in a new \$35,000 building in McKinney, Tex. The plant, owned by D. D. NEWSOM, will employ 30 persons and will be under the management of R. V. ELLIOTT. The local Chamber of Commerce was instrumental in obtaining the new industry for McKinney.

Terms of the offer under which John Morrell & Co., Ottumwa, acquired controlling interest in John J. Felin & Co., Inc., Philadelphia, were revealed in a news letter to Morrell stockholders from W. W. McCallum, president. Morrell offered to purchase the 16,111 out-

standing shares of Felin stock for \$72.50 per share or, at the election of any individual stockholder, for \$54 per share plus one share of Morrell stock on a share-for-share basis. The letter, dated April 29, said there were indications that a majority of the Felin stockholders would take cash in full payment for their stock and that not more than 3,000 shares of Morrell stock were expected to be issued in exchange for Felin stock. May 2 was the offer deadline.

Milstead Meat Co., Los Angeles restaurant and hotel supply house, acquired about 1300 sq. ft. adjacent to the firm's present plant at 592 West Avenue 28 and is installing a walk-in cooler and freezer. The added facilities are expected to be in use in the next two weeks, chiefly for aging eastern meat. Milstead is also enlarging its main plant by about 400 sq. ft. for more cutting room space.

JOBS

The appointment of ROBERT D. NELSON as sales manager of the Oscar Mayer & Co. Los Angeles plant has been announced by WILLIAM T. MURRAY, vice president of sales. In his new position, Nelson will be responsible for the direction of all sales from the company's Los Angeles plant. Nelson joined Oscar Mayer & Co. in 1951 as sales promotion manager of the Chicago plant. In August, 1954, he was transferred to the Los Angeles plant as assistant sales manager. He previously served as a regional sales manager for the Brewing Corp. of America and before that as a branch manager for the Consolidated Grocers Corp.



R. D. NELSON

TRAILMARKS

The four slaughterhouses in Richmond, Va., have been accepted for state inspection and are readying their facilities to meet state requirements. Dr. M. E. HIBBARD, director of the veterinary public health service of the State Health Department, announced. He said the city's nine meat processing plants had not applied for state inspection at a recent



A NEW WHOLESALE meat firm, King-O-Meat Co., recently began operations in the plant formerly used by O'Neill Meat Co. on Ventura ave. in Fresno, Calif. The new firm was organized by W. J. Fouyer and L. J. Maxey, jr., formerly manager and assistant manager, respectively, for Midwest Meat Co. of Fresno.

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You see what you buy
READY TO USE
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date but "undoubtedly will apply" since there will be no other meat inspection service. The state expects to take over meat inspection in Richmond on July 1, the end of the city's fiscal year. The city plans to end its \$25,000-a-year inspection service at that time.

THOMAS E. WILSON, retired board chairman of Wilson & Co., Inc., Chicago, received the 1954 patriotic service award of the Illinois Society of Sons of American Revolution at a dinner in his honor in Chicago. He was described as a "businessman who has not been too busy for his country." Receiving special mention were Wilson's work in the 4-H Club movement and the National Live Stock and Meat Board.

Salk vaccine for the mass anti-polio immunization program in Arizona was transported from the state health department laboratory in Phoenix to various communities throughout the state in refrigerated trucks provided by The Cudahy Packing Co.

DR. THOMAS W. JACKSON, livestock pathologist, has been placed in charge of the Sacramento animal and poultry pathology laboratory, Bureau of Livestock Disease Control, Division of Animal Industry, California Department of Agriculture. The laboratory previously was under the supervision of DR. PAUL D. DELAY, who resigned to become chief of the USDA European mission for research on foot-and-mouth disease. Dr. Jackson has been an employee of the department since 1932.

VIRGIL C. APPLEGATE, supply and control supervisor for the Armour and Company Denver plant, is a candidate for the Denver City Council in the May 17 municipal election.

The theme of "Customer Year" was adopted for the coming 52 weeks at recent sales conferences held by plants of Canada Packers, Ltd., Toronto. Importance of a salesman's job was stressed in tape-recorded addresses by W. F. McCLEAN, president, and W. R. CARROLL, assistant general manager and vice president in charge of sales and advertising.

Stark, Wetzel & Co., Inc., Indianapolis, offered in a recent promotion to pay consumers 15c to try the firm's skinless wieners in their new "Picture Pak." The money was refunded by mail to persons sending in the front panel from a 1-lb. package.

RALPH MAINE of Iowa Packing Co., Des Moines, was elected president of the Iowa Credit Union



MARKING HIS 45th year with Plankington Packing Co., Milwaukee, Paul Gasse (right), key account salesman, receives congratulations from E. J. Belz, sales manager. Gasse joined Plankington early in 1910 and has been a salesman since 1912.

League at its 25th annual meeting in Des Moines. GROVER MILLER of Oscar Mayer & Co., Davenport, was named first vice president. H. I. THOMAS, Jacob E. Decker & Sons, Mason City, and EARL CONNERS, Armour and Company, Sioux City, were elected to the executive committee.

Fire that swept through Patterson's Packing Co., Sanford, N. C., after a bucket of hot tar was overturned caused an estimated \$100,000 damage.

A packaged wiener to be marketed under the tradename "Jon-Henri" has been introduced by John Hilberg & Sons Co. of Cincinnati, O. The first product to be marketed by the recently established packaged production division, "Jon-Henri" will be followed by different type wieners and other packaged meats. The firm, founded in 1880, slaughters and processes beef, veal and lamb for wholesalers, stores and institutions.

PHILLIP T. GIBBS of Earl C. Gibbs, Inc., Cleveland, was re-elected vice president of the Livestock Loss Prevention Association of Ohio at the group's 31st annual meeting in Columbus.

Four employees of The Sugardale Provision Co., Canton, Ohio, have been awarded the American Meat Institute's silver service emblems, symbolic of 25 years of association in the meat packing industry. They are, WILLIAM FELIKSIK, JOSEPH A. MILLER, JOSEPH M. REIS and DANIEL DISANTIS. Feliksiak started his meat packing career in the shipping department and is now a salesman. Miller served as chief engineer of the Sugardale plant for 18 years before being retired last December. Reis en-

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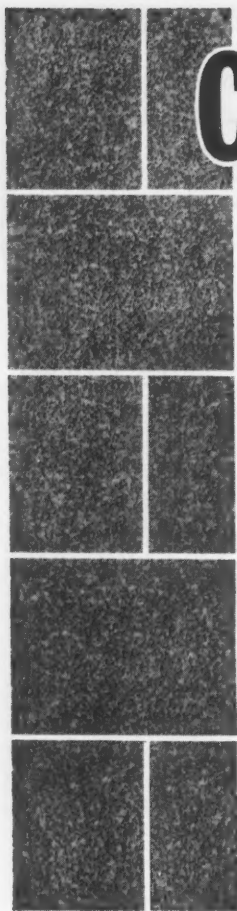
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tered the meat packing industry at Sugardale as a grinder operator and is now a highly skilled boner. DiSantis progressed from his first job as a ham wrapper through more skilled jobs until in 1949 he was promoted to a sider.

DEATHS

CHARLES H. ALLEN, SR., president of Allen Gauge & Tool Co., Pittsburgh, and designer of the Famco automatic sausage linker, died April 22 at the age of 85. He worked in the shop every day right up to the time of his death. Allen founded the company in 1914 and developed the Famco linker in 1929. He also built what is said to be the smallest steam engine in the world, one small enough to rest on a dime. Allen is survived by his widow, three sons and two daughters. ROSS ALLEN and CHARLES ALLEN, JR., operate the business.

ALBERT B. COLLIER, 60, former vice president and director of sales of John Morrell & Co., Ottumwa, died April 27 in St. Elmo, Ala. Collier, who joined Morrell in 1924, retired in October, 1950, because of ill health. He moved to the South following his retirement.

J. PAUL SMITH, 64, president of The Visking Corporation, Chicago, died May 4. He had been associated with the firm since 1931. Previously Smith was with E. I. du Pont de Nemours & Co., Wilmington, Del., and was instrumental in the development of cellophane.

GILBERT WILES, 63, former owner of Wiles and Son Packing Co., Elwood, Ind. died recently following a two-year illness.

HENRY THOMPSON, office manager for The Frank Fellows and Woolfson, Los Angeles, died April 29.



NEW HOLDING pens with a capacity of more than 700 cattle were completed recently by Fresno Meat Co., Fresno, Calif., at a cost in excess of \$15,000. The pens are the self-feeder type with concrete floors raised 4 in. so water will not seep in. Company officials said they do most of their buying early in the week and needed the new pens to cut down on shrinkage.

Beef Made Tender by Rays Would Have to Be Labeled

Beef which has been treated with ultra-violet rays or other lights or chemicals to make it more tender would have to be labeled "chemically treated" under a bill (HB 827) recently introduced in the Illinois House of Representatives. Such product could not be advertised or represented as aged beef.

The bill, which has been referred to the committee on agriculture, reads in part:

"Sec. 1. All fresh beef or beef products which are treated with ultra-violet rays or light or other lights or chemicals or chemical compounds for the purpose of making the beef or beef products more tender shall be plainly labeled or marked to indicate that such beef or beef products are chemically treated. No such beef or beef product shall be advertised or represented as aged beef. Such indication shall be printed or marked in type not less than 24 point in size."

Violators would be subject to a fine of \$100 to \$200.

AFL, CIO Unity Committee Approves New Constitution

A constitution for the combined AFL and CIO was approved in Washington, D. C., this week by unity negotiators of the two unions but the committee could not agree on a name for the huge federation. The AFL wants to preserve its name while the CIO prefers a name such as American Congress of Labor for the new organization.

Final approval of the constitution and the actual merger is scheduled to take place during a joint convention in New York City during the week of December 5, following separate conventions of the AFL and CIO in that city December 1 and 2. George Meany, AFL president, will head the merged unit.

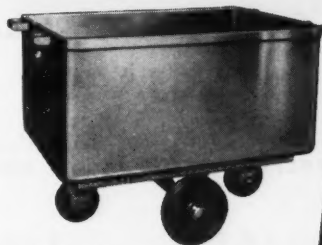
Albuquerque Lowers Fees For Small Meat Firms

The City Commission in Albuquerque, N. M., has approved an ordinance revising inspection fee rates for wholesale meat dealers. The revised schedule calls for payment on a gross sales basis rather than the former flat rate of \$300 a year.

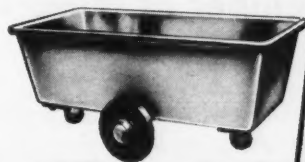
Firms with sales up to \$100,000 a year will pay \$125 and those selling \$100,000 to \$200,000 will pay a \$200 fee. Only those with sales of more than \$200,000 will be required to pay \$300.



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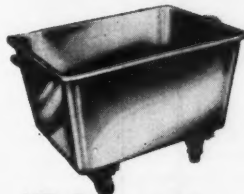
NO. 48 — Cap. 1,200 lbs.



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NO. 18 — Cap. 500 lbs.



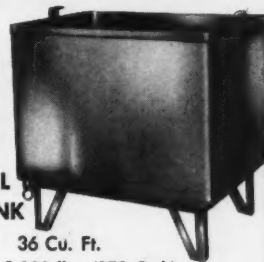
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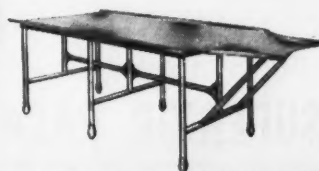
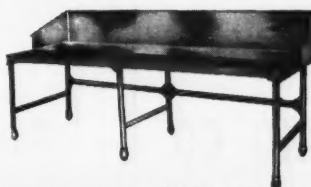
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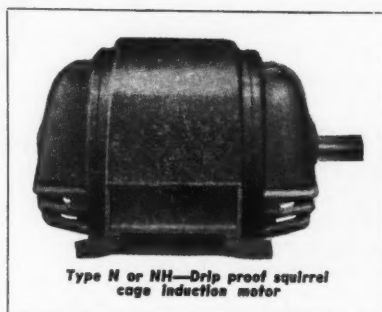
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Reciprocal Trade Bill Passed 75-13 by Senate

The administration's reciprocal trade bill (HR-1) was approved by the Senate Wednesday night after only three days of debate. Vote on final passage was 75 to 13.

Differences in the Senate bill and the House-passed version now must be ironed out in conference. The measure gives the President power to cut tariffs by 15 per cent during the next three years.

The Senate accepted the bill as reported out by the Senate Finance Committee after adding one clarifying amendment. This would make it easier for many domestic industries to prove injury from imports in "escape clause" cases.

5c Raise for Butchers Probable in Los Angeles

Meat Packers, Inc., Los Angeles association of independent meat packers, still is negotiating with the Butchers Union, Local 563, and Teamsters Union, Local 626. A packers' spokesman told THE PROVIDER a settlement seems imminent, with wage increases for the butchers of 5c per hour probably going into effect very shortly, retroactive to March 1, 1955.

The unresolved issues concerning beef boning and breaking, and sheep-killing, probably will be referred to arbitration, the spokesman said.

Compulsory Inspection by State Urged in New York

Caryl DuMond, director of the Syracuse (N. Y.) Bureau of Food Sanitation, urged recently that the state initiate a compulsory and "competent" inspection of all meat and poultry not checked by the U.S. Department of Agriculture.

DuMond, speaking at the New York State Home Economics Association's 34th annual convention in the Hotel Syracuse, said a bill for such compulsory inspection has met with little success so far.

Out for More Members

A statewide membership campaign will be launched by the Texas Beef Council May 15 and continue through June, Leo Welder, president, announced. He said the organization, which hopes to double beef consumption in Texas within the next three to five years, already has 298 associate members and 2,005 producer members.

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1. **Survey plant**—Your Honeywell Supplies Man checks annual consumption of each supply item in your plant and establishes minimum inventory needs.
2. **Detail requirements**—He then shows you what you can expect to purchase during the coming year to keep adequate stocks on your shelves.
3. **Assist in selection**—He keeps you up to date on newest developments, and recommends specific types of equipment wherever your present buying can be improved.
4. **Estimate savings**—Next, he prepares a blanket annual order, grouping like items to get the biggest quantity discount. Savings may run as high as 50%.
5. **Schedule deliveries**—Finally, he arranges a regular delivery schedule that assures that you will always have adequate supplies on hand.

Give your Honeywell Supplies Man a call. He's at your local Honeywell office . . . as near as your phone.

Quality
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Indicating controller at upper right of picture regulates temperature in smoking of bologna and sausage products.



Automatic program control, at James Henry Packing Co., Seattle, uses Brown Thermometer Controller and Time-Pattern transmitter to regulate drying, heating and smoking cycles on accurately reproduced time-temperature schedule.

smokehouse temperature control

PROGRESSIVE PACKERS are finding that modern techniques of measurement and control . . . using Brown instruments . . . pay substantial dividends in both quality and economy of production. Control of smokehouse temperatures is typical of the advantages that can be realized. Accurate, automatic regulation of smokehouse atmospheres assures purity and uniformity of the product, by holding temperatures at exactly the right value to render bacteria, helminths and molds completely inactive.

At the same time, these controls reduce operating costs. They're always on the job, 24 hours a day. Their constant attention to smokehouse operation provides a continuity of supervision that can't be duplicated by human operators . . . and assures maximum economy of fuel, sawdust and production time.

Brown control systems cover a wide range of equipment . . . can be as simple or as complex as individual

requirements demand. The installations shown here, at the James Henry Packing Co. of Seattle, Washington, demonstrate just a few of the available systems. One of the smokehouses which processes bologna and sausage is equipped with a simple Brown Indicating Temperature Controller. Others which handle more diversified types of products have fully automatic program control, which brings the smokehouse temperature through complete drying-off, heating and smoking cycles without any attention by the operator.

Your local Honeywell sales engineer will be glad to discuss how these and many other modern control concepts can be applied profitably to your own plant. Call him today . . . he's as near as your phone.

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● **REFERENCE DATA:**

Write for Data Sheet No. 3.7-4, "Smokehouse Control" . . . and for Composite Catalog No. 5002.

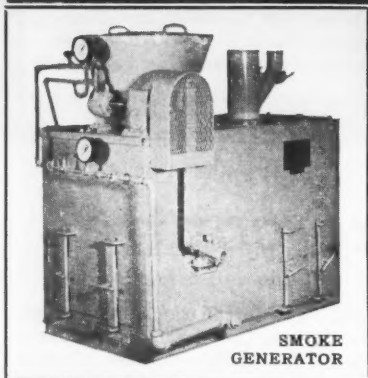
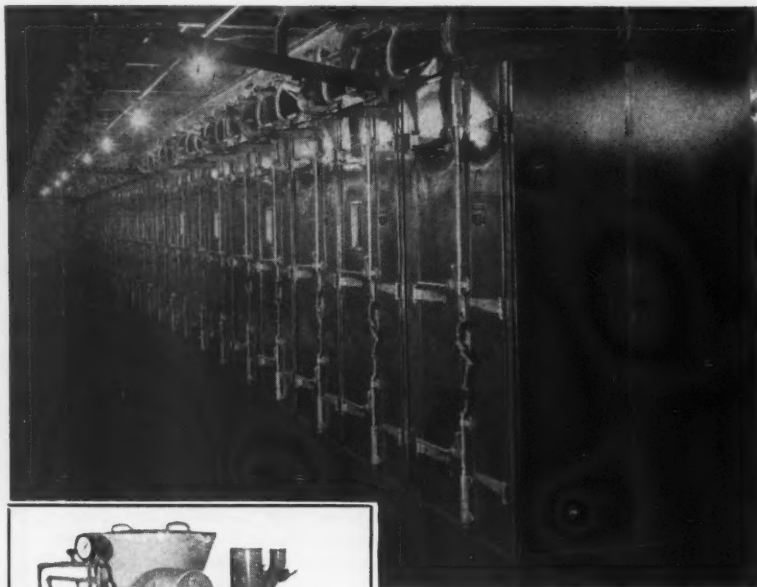
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National Survey to Seek Home Food Eating Facts

A national survey to learn what foods families are eating in 1955 is to be made this spring, the USDA announced. The survey, to include approximately 6,000 households in 42 states, will be made for the department by National Analysts, Inc., a private marketing research firm working under contract.

This new survey, dealing with home consumption of specific foods, is the first to include both city and rural households on a nationwide scale since the war year 1942, says Dr. Hazel K. Stiebeling, director of human nutrition and home economics research in the department's Agricultural Research Service.

The survey, she explained, will provide current facts and figures needed by nutritionists, home economists and market analysts. Such data provide a basis for educational programs to improve food use from a nutritional point of view and for finding out whether large groups of families have low consumption records of important foods.

In each city or rural area selected in the sample, a representative of National Analysts will gather the facts on home consumption of specific foods between by the end of June.

Arrangements will be made with the selected families in each survey area to give information about the kinds and quantities of food they are using, and about family size, income, and other factors that affect their choice of foods.

MIB O.K.'s Ascorbates For Pigs Feet Pickle

Ascorbic acid or sodium ascorbate may be added to the curing pickle and vinegar pickle customarily used to cover cured pigs feet, pork knuckles, pork hocks and so-called pork foot tidbits, MIB announced in Memorandum No. 218, dated April 14.

The cover pickle or vinegar pickle shall contain not more than 7½ oz. of ascorbic acid or sodium ascorbate to 100 gallons of pickle, the memorandum states. Marking and labeling to show the addition of these materials will not be required.

AMIF Has West Coast Lab

The American Meat Institute Foundation has established a West Coast service laboratory in Los Angeles. The laboratory will handle a complete range of chemical, bacterial, product control or referee analytical services as does the Chicago laboratory.

RECENT PATENTS

The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial department, The National Provisioner, and remitting 50c for each copy desired. For orders received outside of the United States the cost will be \$1.00 per copy.

No. 2,704,259, SAUSAGE, patented March 15, 1955, by McDuff W. Lamb, Montreal, Quebec, Canada.

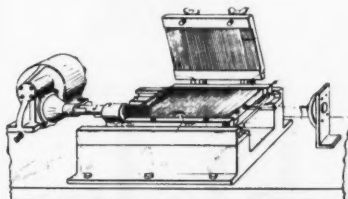
A chain of sausage made up of an uncooked sausage emulsion contained in a tubular casing of polyethylene film and in direct contact therewith is disclosed, the polyethylene having



a molecular weight within the range of from about 16,000 to about 22,000, the film being coherent at normal temperatures, but adapted to disintegrate at cooking temperatures leaving the cooked emulsion free of casing, the casing normally retaining the emulsion in a consolidated mass so that the sausage has the self-sustaining form and the normal appearance and feel of a similar article cased in an animal gut casing, the casing being drawn in at intervals to provide constricted portions separating the chain into individual sausage.

No. 2,704,451, TENDERNESS TESTING DEVICE, patented March 22, 1955, by Paul A. Goesser, Chicago, assignor to Swift & Company, Chicago, a corporation of Illinois.

An apparatus for testing the tenderness of a sample of meat product is covered by this patent and comprises

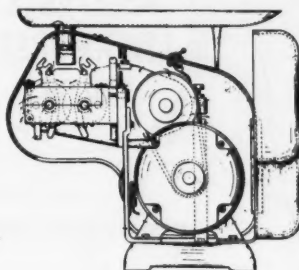


a pair of parallel plates mounted for parallel movement relative to each other and having corrugations on their adjacent surfaces, means mounted on the plates for applying pressure to the plates in a direction normal to their surfaces, means connected to

one of the plates for positively driving the plate, and means including a scale connected to the other of the plates to apply resistance to the other plate to prevent movement in unison with the plate which is subjected to positive drive, whereby the sample when placed between the plates becomes macerated when the plates are moved relative to each other.

No. 2,704,858, MEAT TENDERING MACHINE WITH COACTING ROLLS, patented March 29, 1955, by Oscar Robert Deckert, Newtonville, Mass.

This machine comprises a base, a motor on the base, a panel extending



vertically from the base, a T-shaped bearing member supported at the upper portion of the panel and extending horizontally thereacross, a gear box mounted on one end of the bearing member above the motor, gearing in the box, a driving belt connecting the motor and the gearing, a pair of rotary cutters supported by the bearing and extending laterally of the panel, and a drive operatively connecting the motor, gearing and cutters.

No. 2,705,203, PACKAGING OF FATS, patented March 29, 1955, by James K. Heidrich and Charles D. Mullinix, Cincinnati, Ohio; said Heidrich assignor to said Mullinix.

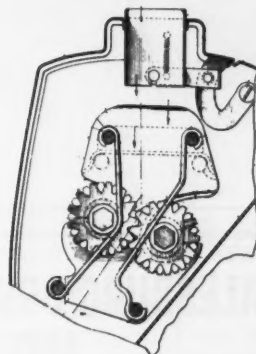
A wrapper enclosing slabs of fat is provided comprising a sheet of wrapping material wrapped around the slabs, the opposing ends of the sheet forming overlying flaps constituting one side of the package adjacent and paralleling the edges of the slabs, the inner flap being narrower than the width of the side by a distance greater than the thickness of a slab and less than the thickness of two slabs, whereby when the outer flap is lifted a slot is exposed for sliding the slabs one by one out of the package through the slot.

No. 2,702,930, CENTRALLY PERFORATED DISC-LIKE MEAT CASING SEAL, patented March 1, 1955, by Irving Rabinowitz, Philadelphia, Pa., assignor to Irving Machinery Co., Inc., Philadelphia, a corporation of Pennsylvania.

A clamping device for a meat casing is disclosed comprising a continu-

ous toroidal disc-like seal having concave-convex cross-sectional surfaces terminating in a central periphery defining a central opening, the central periphery of the seal extending to a plane passed through the outer free peripheral edge of the seal whereby the outer periphery, when compressed inwardly at two diametrically opposed points, will be in the same longitudinal plane as a portion of the seal defining the central aperture, the outer periphery of the seal being adapted to be rolled on diametrically opposite outer peripheral portions around a casing to pinch the casing, and one area of pinching being the periphery defining the central aperture and a second area of pinching being the outer peripheral edge of the disc so that a double pinching action occurs.

No. 2,704,859, MEAT TENDERING MACHINE, patented March 29, 1955, by Cornelis Klingens, La Porte,



Ind., assignor to U. S. Slicing Machine Company, Inc., La Porte, Ind., a corporation of Indiana.

A unitary tendering and stripping apparatus is disclosed, including stripper members for each of two knife rolls, the members being provided with specially constructed fingers and associated with the knife rolls.

Restaurant Show May 9-13

More than 30,000 persons, an all-time record high, are expected to attend the 36th annual National Restaurant Convention and Exposition at Chicago's Navy Pier May 9-13. "Modernization, Mechanization and Merchandising" is the convention theme. One thousand booths will display the latest in food and equipment for the nation's restaurants.

Hide Association to Meet

The National Hide Association will hold its tenth anniversary meeting June 12-13 at the French Lick Springs Hotel, French Lick, Ind.



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Phone 4317

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Mr. Cecil Criser

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Mr. Leslie Gibbs

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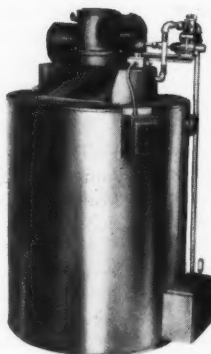
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GALESBURG ORDER BUYERS, INC.

C. B. & Q. Stock Yards

Galesburg, Illinois



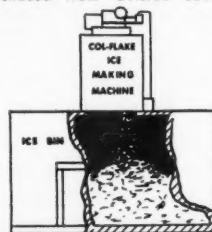
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TYPICAL INSTALLATION

Col-Flake Corporation

2446 South Ashland Avenue Chicago 8, Illinois

Record April Week Meat Production

Federally-inspected production of meat last week at 382,000,000 lbs., showed a 4 per cent increase over the 367,000,000 lbs. the week before, set a new weekly April record and eclipsed the 326,000,000 lbs. produced a year ago by 17 per cent. It was the biggest spread between like 1955-54 weeks so far this year. Only hog slaughter was down from the week before, but stood 21 per cent larger than the kill of the animals in the same 1954 period. Slaughter of all other meat animals showed moderate to large increases, with that of cattle being 18 per cent above the same week, last year. Slaughter and meat production by classes appear below as follows:

Week ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
April 30, 1955	379	203.1	1,070	146.6
April 23, 1955	353	188.5	1,072	147.8
May 1, 1954	321	172.0	884	126.8

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
April 30, 1955	148	16.9	312	15.0	382
April 23, 1955	142	15.9	301	14.4	367
May 1, 1954	139	15.9	234	11.0	326

1950-54 HIGH WEEK'S KILL: Cattle, 416,624; Hogs, 1,859,215; Calves, 182,240; Sheep and Lambs, 369,561.

1950-54 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELDS (LBS.)					
CATTLE			HOGS		
	Live	Dressed		Live	Dressed
April 30, 1955	965	536		242	137
April 23, 1955	970	534		241	138
May 1, 1954	963	536		249	143

CALVES			SHEEP AND LAMBS		
	Live	Dressed		Live	Dressed
April 30, 1955	205	114		100	48
April 23, 1955	200	112		100	48
May 1, 1954	204	114		97	47

LARD PROD.		
	Per cwt.	Mil. lbs.
April 30, 1955	14.7	38.0
April 23, 1955	14.1	36.4
May 1, 1954	14.1	31.0

LIGHT HOGS SHOW PLUS VALUES; MEDIUMS GAIN

(Chicago costs and credits, first two days of the week)

Appreciable price increases in the more popular lean pork cuts from light and mediumweight hogs resulted in decided improvements in cutting margins on the two classes of porkers. Lower average live costs also contributed to the improvement. Heavy hogs, however, fell back.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

—180-220 lbs.—						—220-240 lbs.—						—240-270 lbs.—					
Value			Value			Value			Value			Value			Value		
Pct. live	Price per	per	Pct. live	Price per	per	Pct. live	Price per	per	Pct. live	Price per	per	Pct. live	Price per	per	Pct. live	Price per	per
wt.	lb.	cwt.	wt.	lb.	cwt.	wt.	lb.	cwt.	wt.	lb.	cwt.	wt.	lb.	cwt.	wt.	lb.	cwt.
Skinned hams	12.7	41.1	\$ 5.22	\$ 7.53	12.7	40.1	\$ 5.10	\$ 7.14	13.0	38.8	\$ 5.04	\$ 7.10					
Picnics	5.7	23.3	1.32	1.89	5.6	22.3	1.26	1.74	5.4	21.3	1.16	1.63					
Boston butts	4.2	26.6	1.12	1.63	4.1	23.6	.98	1.37	4.1	23.6	.98	1.34					
Loins (blade in)	10.1	45.2	4.56	6.60	9.8	44.2	4.33	6.13	9.6	34.4	3.30	4.70					
Lean cuts			\$12.22	\$17.05			\$11.67	\$16.38			\$10.48	\$14.77					
Bellies, S. P.	11.0	26.3	2.89	4.16	9.5	25.8	2.45	3.48	4.0	21.3	.85	1.20					
Bellies, D. S.					2.1	16.9	.35	.51	8.6	16.9	1.47	1.98					
Fat backs					3.2	7.9	.25	.36	4.6	9.2	.48	.58					
Jowls	1.7	8.4	.14	.21	1.7	8.4	.14	.21	1.9	8.4	.16	.23					
Raw leaf	2.3	12.1	.28	.39	2.2	12.1	.27	.38	2.2	12.1	.27	.38					
P. S. lard, rend. wt.	14.9	11.7	1.74	2.52	13.4	11.7	1.58	2.20	11.6	11.7	1.36	1.86					
Fat cuts and lard			\$ 5.05	\$ 7.28			\$ 5.04	\$ 7.14			\$ 4.59	\$ 6.23					
Sparr ribs	1.6	33.1	.53	.76	1.6	25.1	.40	.58	1.6	22.6	.36	.52					
Regular trimmings	3.3	12.6	.42	.60	3.1	12.6	.39	.53	2.9	12.6	.37	.52					
Feet, tails, etc.	2.0		.17	.26	2.0		.17	.25	2.0		.17	.25					
Offal & miscel.			.55	.80			.55	.78			.55	.77					
TOTAL YIELD & VALUE	69.5		\$18.94	\$27.25	71.0		\$18.22	\$25.06	71.5		\$16.52	\$23.06					
Cost of hogs			\$17.35		Per cwt.		\$17.17		Per cwt.		\$16.72		Per cwt.				
Condemnation loss			.02		fn.		.02		fn.		.02		fn.				
Handling and overhead			1.43		yield		1.27		yield		1.16		yield				
TOTAL COST PER CWT.			\$18.80		\$27.05		\$18.46		\$26.00		\$17.90		\$25.03				
TOTAL VALUE			18.94		27.25		18.22		25.06		16.52		23.06				
Cutting margin			+\$.14		+.20		-.24		-.34		-.13		-.17				
Margin last week			.64		.94		.47		.65		1.09		1.49				

AMI PROVISION STOCKS

Total pork holdings of 385,100,000 lbs. on April 30 showed an increase of 2 per cent over April 16 stocks of 377,200,000 lbs. and were 16 per cent larger than the 330,600,000 lbs. on May 1, 1954, the American Meat Institute has reported.

Lard and rendered pork fat holdings totaled 85,800,000 lbs. compared with 83,700,000 lbs. two weeks before and 58,500,000 lbs. a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Apr. 30, stocks as Percentage of inventories on	
	Apr. 16 1955	May 1 1954
HAMS:		
Cured, S.P.-D.C.	118	115
Frozen for cure, S.P.-D.C.	103	112
Total hams	111	114
PICNICS:		
Cured, S.P.-D.C.	104	128
Frozen for cure, S.P.-D.C.	101	120
Total picnics	102	122
BELLIES:		
Cured, D.S.	102	119
Frozen for cure, D.S.	95	229
Frozen for cure, S.P.-D.C.	90	121
OTHER CURED MEATS:		
Total other	97	97
FAT BACKS:		
Cured, D.S.	93	71
FRESH FROZEN:		
Loins, sparr ribs, trimmings, other—Totals	102	116
TOT. ALL PORK MEATS	102	116
LARD	102	148
RENDERED PORK FAT	114	127

CHICAGO PROVISION STOCKS

Lard inventories in Chicago on April 30 amounted to 21,066,292 lbs. according to the Chicago Board of Trade. This was an increase compared with the 18,159,915 lbs. of lard in storage on March 31, and 50 per cent above the 13,924,375 lbs. a year earlier. Total pork stocks amounted to 47,336,244 lbs. compared with 47,080,480 lbs. on March 31 and 43,740,754 lbs. a year earlier. Chicago provision items by dates appear below:

Item	Apr. 30, '55 lbs.	Mar. 31, '55 lbs.	Apr. 30, '54 lbs.
All brld. pork	1,085	1,184	361
P.S. Lard (a)	14,551,687	11,876,806	10,162,960
P.S. Lard (b)			
Dry rendered			
lard (a)	4,151,512	3,442,782	1,340,655
Dry rendered			
lard (b)	49,930	169,448	13,880
Other lard	2,113,163	2,670,819	21,406,854
TOTAL LARD	21,066,292	18,159,915	13,924,375
D.S. Cl bellies			
(cont.)	5,700	5,600	44,100
D.S. Cl bellies			
(other)	3,477,349	3,241,337	5,165,502
TOTAL D.S. CL			
BELLIES	3,483,049	3,246,937	5,207,402
D.S. Fat backs	1,490,359	1,193,975	3,462,502
S.P. Reg hams	195,046	335,368	194,713
S.P. Skinned			
hams	12,232,109	11,763,601	9,364,314
S.P. bellies	14,699,724	14,477,251	14,205,829
S.P. Picnics			
Stomach shoulders	7,279,931	7,844,004	4,948,680
Other cuts			
meats	7,956,026	8,219,284	6,355,314
TOTAL ALL			
MEATS	47,336,244	47,080,480	43,740,754

The above figures cover all meat in storage including holdings owned by the government.

(a) Made since Oct. 1, 1954

(b) Made previous to Oct. 1, 1954

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Meat and supplies prices

CHICAGO

WHOLESALE FRESH MEATS

CARCASS BEEF

(l.c.l. prices)	
Native steers	May 3, 1955
Prime, 600/800	43 @ 43 1/2
Choice, 500/700	37 1/2
Choice, 700/800	37 1/2
Good, 500/700	34 1/2
Commercial cows	27 1/2
Bulls	25 1/2
Canner & cutter cows	23 1/2

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	58 @ 60
Foreqtrs., 5/800	36 1/2 @ 37
Rounds, all wts.	46 @ 47
Trd. loins, 50/70 (lcl)	95 @ 1.05
Sq. chucks, 70/90	30
Arm chucks, 80/110	28
Ribs, 25/35 (lcl)	65 @ 68
Briskets (lcl)	30
Navels, No. 1	10 1/2 @ 11
Flanks, rough No. 1	13 1/2
Choice:	
Hindqtrs., 5/800	47
Foreqtrs., 5/800	30
Rounds, all wts.	43 1/2 @ 44
Trd. loins, 50/60 (lcl)	70 @ 72
Sq. chucks, 70/90	30
Arm chucks, 80/110	28
Ribs, 25/35 (lcl)	50 @ 52
Briskets (lcl)	30
Navels, No. 1	10 1/2 @ 11
Flanks, rough No. 1	13 1/2
Good:	
Rounds	41 @ 42
Sq. cut chucks	28 @ 29
Briskets	29
Ribs	43 @ 45
Loins	57 @ 60

COW & BULL TENDERLOINS

Cows, 3/dn. (frozen)	60 @ 62
Cows, 3/4 (frozen)	76 @ 78
Cows, 4/5 (frozen)	82 @ 82
Cows, 5/up (frozen)	93 @ 95
Bulls, 5/up	93 @ 95

BEEF HAM SETS

Knuckles, 7 1/2 up	41
Insides, 12/up	41
Outsides, 8/up	37

BEEF PRODUCTS

Tongues, No. 1, 100's	28
Hearts, reg., 100's	11 @ 12
Livers, sel., 30/50's	27 @ 28
Livers, reg., 30/50's	21 @ 22
Lips, scalded, 100's	9 1/2
Lips, unsalted, 100's	8
Tripe, scalded, 100's	5 @ 5 1/2
Tripe, cooked, 100's	6
Lungs, 100's	7 1/2 @ 8
Melts, 100's	7 1/2 @ 8
Udders, 100's	5

FANCY MEATS

(l.c.l. prices)	
Beef tongues, corned	35
Veal breads, under 12 oz.	74
12 oz. up	1.15
Calf tongue, 1 lb./down	28
Ox tails, under 3/4 lb.	18
Ox tails, over 3/4 lb.	19

WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	47 1/2
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	49
Hams, skinned, 16/18 lbs., wrapped	46
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	48
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	37
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	37
Bacon, No. 1 sliced, 1-lb. open-faced layers	49

VEAL—SKIN OFF

(Carcass)	
(l.c.l. prices)	
Prime, 80/110	43.00 @ 44.00
Prime, 110/150	42.00 @ 43.00
Choice, 50/80	34.00 @ 36.00
Choice, 80/110	39.00 @ 42.00
Choice, 110/150	39.00 @ 42.00
Good, 50/80	32.00 @ 34.00
Good, 80/110	37.00 @ 39.00
Commercial, all wts.	28.00 @ 36.00

CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	14 1/2 @ 15 1/2
Good, 70/down	13 1/2 @ 14 1/2

CARCASS LAMB

(l.c.l. prices)	
Prime, 40/50	none qtd.
Prime, 50/60	none qtd.
Choice, 40/50	41 1/2 @ 42
Choice, 50/60	38 @ 39 1/2
Good, all wts.	34 @ 39 1/2

SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40%	
bbbs.	14 1/2
Pork trim., guar. 50%	
lean, bbbs.	16 1/2
Pork trim., 80% lean,	
bbbs.	26
Pork trim., 95% lean,	
bbbs.	36
Pork head meat	20
Pork cheek meat, trim.	
bbbs.	25 @ 25 1/2
C. C. cow meat, bbbs.	33 @ 34
Bull meat, bon's, bbbs.	34 1/2 @ 35
Beef trim., 75/85, bbbs.	23 @ 24
Beef trim., 85/90, bbbs.	28
Bon's chucks, bbbs.	33 @ 34
Beef cheek meat, trimd.	
bbbs.	21 1/2
Beef head meat, bbbs.	18 1/2
Shank meat, bbbs.	34
Veal trim., bon's, bbbs.	30 @ 30 1/2

FRESH PORK AND PORK PRODUCTS

Hams, skinned, 10/12	43 1/2
Hams, skinned, 12/14	43
Hams, skinned, 14/16	42
Pork loins, reg. 8/12	48 @ 49
Pork loins, bon's, 100's	65
Shoulders, 16/dn., loose	27
Picnics, 4/6 lbs., loose	26 1/2
Picnics, 6/8 lbs.	24 @ 24 1/2
Pork livers	10 @ 10 1/2
Boston butts, 4/8 lbs.	23
Tenderloins fresh, 10's	75
Neck bones, bbbs.	8 1/2 @ 9
Brains, 10's	10
Ears, 30's	11 @ 12
Sausages, lean in, 100's	7 1/2 @ 8
Feet, s.c., 30's	6 @ 7

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1 1/2 to 1 1/2 inch	60 @ 80
Domestic rounds, over 1 1/2 inch, 140 pack	75 @ 1.15
Export rounds, wide, over 1 1/2 inch	1.25 @ 1.50
Export rounds, medium, 1 1/2 @ 1 1/2 inch	90 @ 1.10
Export rounds, narrow, 1 1/2 inch, under	1.00 @ 1.25
No. 1 weas., 24 in. up	13 @ 16
No. 1 weas., 22 in. up	9 @ 13
No. 2 weasands	8 @ 10
Middles, sew, 1 1/2 @ 2 1/2 in.	1.00 @ 1.35
Middles, select, wide, 2 @ 2 1/2 in.	1.25 @ 1.50
Middles, extra select, 2 1/2 @ 2 1/2 in.	1.95 @ 2.35
Beef bungs, exp. No. 1	25 @ 32
Beef bungs, domestic	20 @ 26
Dried or salt, bladders, piece:	
8-10 in. wide, flat	8 @ 13
10-12 in. wide, flat	9 @ 16
12-15 in. wide, flat	14 @ 22
Pork casings:	
Extra narrow, 20 mm. & dn.	4.00 @ 4.35
Narrow, mediums, 26 @ 32 mm.	3.70 @ 4.15
32 @ 35 mm.	2.50 @ 3.00
Spec. med., 35 @ 38 mm.	1.70 @ 2.10
Export bungs, 34 in. cut	45 @ 55
Lge. pr. bungs, 34 in.	32 @ 35
Med. prime bungs, 34 in. cut	25 @ 29
Small prime bungs	13 @ 20
Hog middles, 1 per set, cap. off	55 @ 70
Sheep Casings (per hank):	
26/28 mm.	4.70 @ 5.25
24/26 mm.	4.50 @ 5.15
22/24 mm.	4.50 @ 4.90
20/22 mm.	3.25 @ 3.75
18/20 mm.	2.25 @ 2.65
16/18 mm.	1.50 @ 2.00

DRY SAUSAGE

(l.c.l. prices)	
Cervelat, ch. hog bungs	85 @ 88
Thuringer	45 @ 49
Farmer	65 @ 70
Holsteiner	70 @ 72
B. C. Salami	76 @ 80
Genoa style salami, ch.	91 @ 94

DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog cas...	37%
Pork sausage, bulk.....	32% @ 34 1/2
Pork sausage, sheep cas...	47% @ 50
Frankfurters, sheep cas...	49 @ 49 1/2
Frankfurters, skinless...	38 1/2 @ 40 1/2
Bologna (ring).....	37 @ 43
Bologna, artificial cas...	33 @ 34 1/2
Smoked liver, hog bungs...	41 1/2 @ 43
New Eng. lunch, spec...	66 @ 57
Polish sausage, smoked...	60
Tongue and blood.....	42 1/2
Pickle & Pimiento loaf...	33 1/2 @ 38 1/2
Olive loaf.....	35 1/2 @ 41 1/2
Pepper loaf.....	56 1/2

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime.....	1.03	1.12
Resifted.....	1.10	1.18
Chili Powder.....	47	41
Chili Pepper.....	64	70
Cloves, Zanzibar.....	53	59
Ginger, Jam., unbl...	1.70	1.90
Mace, fancy, Banda...	1.45	1.75
West Indies.....	37	33
Mustard flour, fancy...	33	33
No. 1.....	55	51
West India Nutmeg...	51	53
Paprika, Spanish.....	72	78
Pepper, Cayenne.....	55	65
Red, No. 1.....		
Pepper:		
White.....		
Black.....		

SEEDS AND HERBS

(l.c.l. prices)

	Ground	Whole for Sausage
Caraway seed.....	26	31
Cominos seed.....	20	25
Mustard seed, fancy.....	23	..
Yellow American.....	18	..
Oregano.....	34	41
Coriander, Morocco, Natural, No. 1.....	17	21
Marjoram, French.....	46	52
Sage, Dalmatian, No. 1.....	56	64

CURING MATERIALS

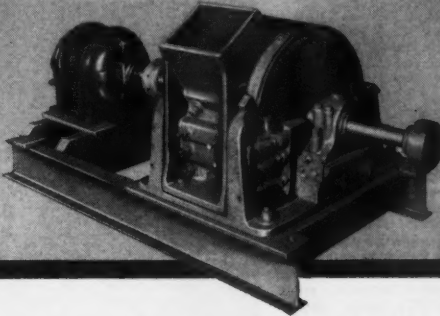
	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Saltpeper, n. ton, f.o.b. N.Y.	11.50
Dbl. refined gran.....	18.50
Small crystals.....	19.50
Medium crystals.....	19.50
Pure rfd., gran. nitrate of soda.....	5.65
Pure rfd., powdered nitrate of soda.....	8.65
Salt, in min. car. of 45,000 lbs. only, paper sacked, f.o.b. Chgo.; Gran. (ton).....	27.00
Rock, per ton, in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	5.85
Refined standard cane gran., basis (Chgo.).....	8.30
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%.....	8.10
Dextrose, per cwt.....	7.35
Cerelose, Reg. No. 53.....	7.45
Ex-Whse., Chicago.....	7.45

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles May 3	San Francisco May 3	No. Portland May 3
FRESH BEEF (Carcass):			
STEERS:			
Choice:			
500-600 lbs.....	\$39.00 @ 40.00	\$41.00 @ 42.00	\$39.00 @ 42.00
600-700 lbs.....	38.00 @ 39.00	40.00 @ 41.00	38.00 @ 41.00
Good:			
500-600 lbs.....	36.00 @ 39.00	37.00 @ 38.00	36.00 @ 39.00
600-700 lbs.....	34.00 @ 38.00	36.00 @ 37.00	36.00 @ 38.00
Commercial:			
350-500 lbs.....	33.00 @ 35.00	34.00 @ 36.00	33.00 @ 36.00
COW:			
Commercial, all wts.....	26.00 @ 29.00	28.00 @ 32.00	27.00 @ 34.00
Utility, all wts.....	24.00 @ 27.00	25.00 @ 28.00	26.00 @ 31.00
FRESH CALF:	(Skin-off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down.....	38.00 @ 41.00	None quoted	40.00 @ 44.00
Good:			
200 lbs. down.....	37.00 @ 39.00	35.00 @ 38.00	38.00 @ 42.00
SPRING LAMB (Carcass):			
Prime:			
40-50 lbs.....	40.00 @ 42.00	40.00 @ 42.00	43.50 @ 46.00
50-60 lbs.....	38.00 @ 41.00	38.00 @ 40.00	43.50 @ 46.00
Choice:			
40-50 lbs.....	40.00 @ 42.00	39.00 @ 41.00	43.50 @ 46.00
50-60 lbs.....	38.00 @ 41.00	37.00 @ 39.00	43.50 @ 46.00
Good, all wts.....	35.00 @ 39.00	37.00 @ 40.00	None quoted
MUTTON (EWE):			
Choice, 70 lbs. down.....	17.00 @ 19.00	None quoted	15.00 @ 18.00
Good, 70 lbs. down.....	17.00 @ 19.00	None quoted	15.00 @ 18.00
FRESH PORK (Carcass):	(Packer Style)	(Shipper Style)	(Shipper Style)
80-120 lbs.....	None quoted	None quoted	None quoted
130-160 lbs.....	29.00 @ 31.00	None quoted	28.50 @ 30.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.....	50.00 @ 52.00	54.00 @ 56.00	49.00 @ 51.00
10-20 lbs.....	50.00 @ 52.00	52.00 @ 54.00	49.00 @ 51.00
12-16 lbs.....	50.00 @ 52.00	51.00 @ 53.00	48.00 @ 50.00
PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.....	31.00 @ 36.00	36.00 @ 40.00	32.00 @ 36.00
HAMS, Skinned:			
12-16 lbs.....	47.00 @ 53.00	56.00 @ 58.00	48.00 @ 53.00
16-18 lbs.....	47.00 @ 52.00	52.00 @ 56.00	47.00 @ 50.00
BACON, "Dry" Cure No. 1:			
6-8 lbs.....	42.00 @ 49.00	52.00 @ 54.00	47.00 @ 53.00
8-10 lbs.....	39.00 @ 47.00	46.00 @ 50.00	43.00 @ 47.00
10-12 lbs.....	36.00 @ 45.00	40.00 @ 45.00	40.00 @ 44.00
LARD: Refined:			
1-lb. cartons.....	17.00 @ 19.00	18.00 @ 19.00	16.00 @ 18.00
50-lb. cartons & cans.....	14.75 @ 18.00	16.00 @ 18.00	None quoted
Tierces.....	14.50 @ 17.50	15.00 @ 17.00	15.00 @ 17.00

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MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

	May 3, 1955	Western
(L.C.L. prices)		
Steer:		
Prime, 700/800	\$46.00@47.00	
Prime, 800/900	45.00@47.00	
Choice, 600/800	40.50@42.00	
Choice, 800/900	40.00@41.00	
Good, 500/700	37.00@40.00	
Commercial	32.00@34.00	
Cow, commercial	29.00@31.00	
Cow, utility	25.00@28.00	

BEEF CUTS

	(L.C.L. prices)	City
Prime Steer:		
Hindqtrs., 600/800	59.00@ 63.0	
Hindqtrs., 800/900	56.00@ 60.0	
Rounds, flank off	45.00@ 48.0	
Rounds, diamond bone, flank off	47.00@ 48.0	
Short loins, untrim.	90.00@105.0	
Short loins, trim	130.00@145.0	
Flanks	14.00@ 15.0	
Ribs (7 bone cut)	68.00@ 75.0	
Arm Chucks	34.00@ 37.0	
Briskets	32.00@ 34.0	
Plates	13.00@ 14.0	
Foreqtrs. (Kosher)	42.00@ 45.0	
Arm Chucks (Kosher)	40.00@ 43.0	
Briskets (Kosher)	34.00@ 38.0	

Choice Steer:		
Hindqtrs., 600/800	51.00@ 55.0	
Hindqtrs., 800/900	49.00@ 50.0	
Rounds, flank off	44.00@ 45.0	
Rounds, diamond bone, flank off	46.00@ 47.0	
Short loins, untrim.	72.00@ 80.0	
Short loins, trim	55.00@105.0	
Flanks	14.00@ 15.0	
Ribs (7 bone cut)	52.00@ 55.0	
Arm chucks	31.00@ 35.0	
Briskets	32.00@ 34.0	
Plates	13.00@ 14.0	
Foreqtrs. (Kosher)	34.00@ 38.0	
Arm chucks (Kosher)	34.00@ 37.0	
Briskets (Kosher)	34.00@ 38.0	

FANCY MEATS

	(L.C.L. prices)	Lb.
Veal breads, under 6 oz.	51	
12 oz. up	54	
Beef livers, selected	33	
Beef kidneys	12	
Ortals, over 1/4 lb.	14	

LAMBS

	(L.C.L. carcass prices)	City
Prime, 30/40	\$42.00@45.00	
Prime, 40/45	48.00@47.00	
Prime, 45/55	41.00@44.00	
Choice, 30/40	41.00@44.00	
Choice, 40/45	45.00@46.00	
Choice, 45/55	41.00@43.00	
Good, 30/40	40.00@43.00	
Good, 40/45	45.00@45.00	
Good, 45/55	40.00@42.00	
Prime, 40/45	40.00@42.00	
Prime, 45/50	40.00@42.00	
Prime, 50/55	40.00@42.00	
Choice, 55/down	40.00@42.00	
Good, all wts.	37.00@40.00	

FRESH PORK CUTS

	(L.C.L. prices)	Western
Pork loins, 8/12	\$48.00@51.00	
Pork loins, 12/16	46.00@48.00	
Hams, sknd., 10/14	45.00@46.00	
Boston butts, 4/8	34.00@36.00	
Spareribs, 3/down	38.00@40.00	
Pork trim, regular	25.00	
Pork trim, spec. 80%	44.00	
Hams, sknd., 10/14	45.00@48.00	
Pork loins, 8/12	51.00@53.00	
Pork loins, 12/16	49.00@52.00	
Picnics, 4/8	30.00@33.00	
Boston butts, 4/8	34.00@38.00	
Spareribs, 3/down	40.00@44.00	

VEAL—SKIN OFF

	(L.C.L. prices)	Western
Prime, 80/110	\$49.00@48.00	
Prime, 110/150	42.00@45.00	
Choice, 80/110	37.00@40.00	
Choice, 110/150	38.00@42.00	
Good, 50/80	29.00@32.00	
Good, 80/110	33.00@36.00	
Good, 110/150	35.00@37.00	
Commercial, all wts.	27.00@34.00	

DRESSED HOGS

	(L.C.L. prices)	Western
(Heads on, leaf fat in)		
50 to 75 lbs.	\$28.50@31.50	
75 to 100 lbs.	28.50@31.50	
100 to 125 lbs.	28.50@31.50	
125 to 150 lbs.	28.50@31.50	

BUTCHER'S FAT

	Cwt.
Shop fat	\$1.50
Breast fat	2.25
Indible suet	2.50
Edible suet	2.50

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, May 4, were reported as follows:

CATTLE:

Steers, ch. & pr.	None rec.
Steers, choice	\$21.50@24.00
Steers, good	19.00@21.00
Steers, commercial	16.50@17.50
Heifers, choice	21.00@22.25
Heifers, good	17.00@20.00
Cows, util. & com'l.	12.00@14.50
Cows, can. & cut.	9.50@11.50
Bulls, util. & com'l.	12.50@15.00
Bulls, good	12.00@13.00

HOGS:

Choice, 190/210	\$15.50@17.50
Choice, 210/220	15.50@17.50
Choice, 220/270	15.50@17.50
Choice, 270/300	14.75@16.00
Sows, 400/down	13.25@14.75

LAMBS:

Choice spring None rec.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Apr. 23, compared with the same time 1954, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS Up to 1000 lbs.		VEAL CALVES Good and Choice		HOGS* Grade B ¹ Dressed		LAMBS Good Handyweight	
	1955	1954	1955	1954	1955	1954	1955	1954
Toronto	\$19.70	\$18.57	\$22.50	\$24.00	\$23.68	\$34.50	\$22.28	\$24.00
Montreal	20.50	18.25	18.45	19.50	23.50	34.70	20.00	20.00
Winnipeg	18.25	17.00	21.86	23.28	20.50	32.30	18.25	20.85
Calgary	18.53	17.61	26.84	23.88	21.46	34.42	18.25	20.85
Edmonton	17.85	17.40	24.00	23.50	21.60	35.25	19.00	20.50
Lethbridge	18.05	17.25	21.50	23.00	20.20	34.00	18.50	20.50
Pr. Albert	17.40	16.50	21.50	23.00	19.50	31.40	18.50	20.50
Moose Jaw	17.25	16.25	17.50	18.50	19.50	31.30	18.50	20.50
Saskatoon	17.70	16.25	28.00	23.00	19.50	31.30	17.00	18.25
Regina	17.30	16.20	21.25	22.20	19.50	31.50	16.50	18.50
Vancouver	18.00	17.50	21.25	22.20	19.50	31.50	16.50	18.50

*Dominion Government premiums not included.

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BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

BLOOD

Wednesday, May 4, 1955

Unground, per unit of ammonia Unit
(bulk) \$5.25

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:
Low test \$5.75n
Med. test \$5.50n
High test \$5.25n
Liquid stick tank cars 2.25@2.50

PACKINGHOUSE FEEDS

Carlots, per ton
50% meat, bone scraps, bagged.. \$ 70.00@ 77.50
50% meat, bone scraps, bulk.... 67.50@ 75.00
55% meat, scraps, bagged 87.00
60% digester tankage, bagged.... 75.00@ 85.00
60% digester tankage, bulk..... 72.50@ 77.50
80% blood meal, bagged 100.00@ 135.00
70% steamed bone meal, bagged
(spec. prep.) 85.00
60% steamed bone meal, bagged. 75.00

FERTILIZER MATERIALS

High grade tankage, ground,
per unit ammonia 5.00
Hoof meal, per unit ammonia 6.00n

DRY RENDERED TANKAGE

Low test, per unit prot. \$1.35@1.40n
Med. test, per unit prot. \$1.25@1.30
High test, per unit prot. \$1.25@1.30n

GELATINE AND GLUE STOCKS

Per cwt.
Calf trimmings (limed) 1.35@ 1.50
Hide trimmings (green salted).... 6.00@ 7.00
Cattle jaws, scraps, and knuckles,
per ton 55.00@67.50
Pig skin scraps and trimmings,
per lb. 6.00@ 6.25

ANIMAL HAIR

Winter coil dried, per ton \$125.00@135.00
Summer coil dried, per ton \$90.00@ 95.00
Cattle switches, per piece 3 1/4 @5
Winter processed, gray, lb. 17@18
Summer processed, gray, lb. 12@12 1/2

n—nominal. a—asked. *Quoted delivered.

TALLOW and GREASES

Wednesday, May 4, 1955

Moderate movement was registered late last week for eastern destination; continued quietness prevailed in the Midwest and prices held steady. All hog choice white grease sold at 8 1/2 @ 8 3/4c, delivered New York, several tanks involved. A few tanks of yellow grease traded at 6 1/2c, c.a.f. East. Several tanks of good packer production bleachable fancy tallow sold at 7 1/2c, c.a.f. eastern point. Additional tanks of regular production bleachable fancy tallow traded at 7 1/2c, c.a.f. East. Several tanks of special tallow and B-white grease sold at 6 1/2c, c.a.f. Chicago. Moderate selling of edible tallow was recorded at 8 1/2c, Chicago basis.

The market was inclined to easiness as the new week got under way, with sales of bleachable fancy tallow at 6 1/2 @ 7c, c.a.f. Chicago. Midwest users were hard to find, basis 7c, Chicago, on bleachable fancy tallow. Several tanks of edible tallow sold at 8 1/2c and 8 3/4c, Chicago basis. The

best bid on bleachable fancy tallow was at 7 1/2c, delivered East.

A fair trade developed on Tuesday, and at fractionally lower prices, both in the Midwest and for eastern consumption. Early sales were reported on bleachable fancy tallow at 6 1/4 @ 6 1/2c, and later at the 6 1/4c, c.a.f. Chicago. Prime tallow sold at 6 1/2c, special tallow at 6 1/4c, not all hog choice white grease at 7c, B-white grease at 6 1/4c, and yellow grease at 6c, all c.a.f. Chicago. The all hog choice white grease traded at 8c and bleachable fancy tallow at 7 1/2c, c.a.f. East, volume undisclosed. Edible tallow sold at 8 1/2c, Chicago basis.

Another fractional decline was made at midweek, and mostly in the tallow category. Some greases were still held tight, with consumers bidding steady. Early Wednesday several tanks of bleachable fancy tallow sold at 6 1/4c, and later, additional tanks sold at 6 1/2c, all c.a.f. Chicago. A couple of tanks of not all hog choice white grease sold at 6 1/2c, also delivered Chicago. Movement of bleachable fancy tallow was reported at 7 1/2c, c.a.f. East, several

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tanks. Edible tallow was offered at 8½¢, Chicago basis, but without reported action. The trade indicated 6½¢@6¼¢, Chicago on special tallow, production considered.

TALLOW: Wednesday's quotations: edible tallow, 8½¢; original fancy tallow, 6½¢; bleachable fancy tallow, 6½¢; prime tallow, 6½¢; special tallow, 6½¢@6¼¢; No. 1 tallow, 5½¢; and No. 2 tallow, 5½¢.

GREASES: Wednesday's quotations: choice white grease, not all hog, 6½¢; B-white grease, 6¼¢; yellow grease, 6¢; house grease, 5¼¢; and brown grease, 5¼¢@5½¢. The all hog choice white grease was quoted at 8¢, c.a.f. East.

EASTERN BY-PRODUCTS

New York, May 4, 1955

Dried blood was quoted Wednesday at \$5 to 5.50 nominal per unit of ammonia. Low test wet rendered tankage was listed at \$5 per unit of ammonia and dry rendered tankage was priced at \$1.25 per protein unit.

VEGETABLE OILS

Wednesday, May 4, 1955

Sales of vegetable oils were sporadic Monday, with few price fluctuations registered.

Processors and dealers were the main participants in the soybean oil market and purchased immediate and first-half May shipment at 11½¢. Refiners were unsuccessful in their attempt to buy these shipments at 11½¢. Scattered first-half June shipment cashed at 11¼¢. No movement of other positions was reported.

Cottonseed oil sales were also limited and, in some cases, difficult to confirm. There was trading in the Valley at regular points at 13½¢, but offerings in the Southeast, priced at 13½¢, failed to draw interest. Sales were made in Texas at 13½¢ at Lubbock, while bids at that level, Waco basis, failed to move supplies.

Corn oil was quoted nominally at 13¼¢ in the absence of actual sales. The peanut oil market was mixed, with most mills asking 17½¢ up to 18¢. Most bids were at 17¢, however, and no trading was reported. Coconut oil was offered at 11¼¢, but it was thought a firm bid of 11½¢ could move available supplies.

A fair trade of soybean oil was accomplished Tuesday at improved prices. Immediate shipment cashed at 11½¢. Straight May shipment sold early at 11½¢, but later firmed to trade at 11½¢. Later offerings were priced at 11¼¢ and there was rumored trading at that level. Scattered



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June shipment sold at 11 $\frac{3}{4}$ c.

The cottonseed oil market continued strong, with sales in the Valley at 13 $\frac{1}{2}$ c, but only in a limited way. Further buying interest at that level failed to move tight supplies. Material in the Southeast was offered at 13 $\frac{3}{4}$ c and reportedly sold at that figure. There was trading at Lubbock, at 13 $\frac{1}{4}$ c and sales were reported at common points at 13 $\frac{3}{4}$ c.

Corn oil advanced to trade at 13 $\frac{3}{4}$ c for 30 day shipment. Peanut oil was bid at 17 $\frac{1}{2}$ c without action. Coconut oil was offered at 11 $\frac{3}{4}$ c and bid at 11 $\frac{1}{4}$ c, or a nominal 11 $\frac{1}{2}$ c.

Soybean oil traded at advanced levels Wednesday, and immediate, and first-half May shipment brought 11 $\frac{3}{4}$ c. Straight May shipment was later offered at 11 $\frac{3}{4}$ c, but no trades were reported. First-half June and scattered June shipment sold at 11 $\frac{1}{2}$ c.

There was little change in the cottonseed oil market, with the exception of rumored movement in Texas at 13 $\frac{3}{4}$ c, Waco basis. Supplies were sought in the Valley at 13 $\frac{1}{2}$ c, but offerings were priced at 13 $\frac{3}{4}$ c.

There was unconfirmed trading of corn oil at 14c, with other offerings priced at that level unsold. Peanut oil was offered at 18c, but no counter bids were heard. Spot shipment coconut oil was offered at 11 $\frac{1}{2}$ c, but found buyers lacking at that level.

CORN OIL: Showed strong advance price-wise in moderate activity.

SOYBEAN OIL: Firmed at mid-week to trade at 11 $\frac{3}{4}$ c for immediate and first-half May shipment.

PEANUT OIL: Offered at 18c, but counter bids lacking Wednesday.

COCONUT OIL: Trades hard to accomplish, although offerings priced lower.

COTTONSEED OIL: Limited trading at higher levels.

Cottonseed oil futures in New York were quoted as follows:

MONDAY, MAY 2, 1955

May	15.35b	15.55	15.45	15.50b	15.42b
July	15.25b	15.42	15.34	15.37b	15.31
Sept.	14.48b	...	...	14.55b	14.52b
Oct.	14.00b	14.15	14.15	14.13b	14.05b
Dec.	13.93b	...	...	14.02b	13.94b
Jan.	13.92b	...	...	14.01b	13.49
Mar.	13.87b	...	...	13.97b	13.90b

Sales: 35 lots.

TUESDAY, MAY 3, 1955

May	15.47b	15.59	15.58	15.59	15.50b
July	15.41	15.48	15.40	15.48	15.37b
Sept.	14.55b	...	...	14.62	14.55b
Oct.	14.10b	...	...	14.17	14.13b
Dec.	13.98b	14.07	14.07	14.07	14.02b
Jan.	14.00b	...	...	14.05	14.01b
Mar.	13.95b	...	...	14.02	13.97b

Sales: 24 lots.

WEDNESDAY, MAY 4, 1955

May	15.57b	15.65	15.60	15.63	15.59
July	15.45b	15.54	15.48	15.52	15.48
Sept.	14.60b	...	...	14.70	14.62
Oct.	14.17b	14.28	14.20	14.24	14.17
Dec.	14.05b	14.15	14.05	14.14	14.07
Jan.	14.05b	...	...	14.10	14.05
Mar.	14.00b	...	...	14.08	14.02

Sales: 69 lots.

THE NATIONAL PROVISIONER

Japan Expects to Increase Imports of Soybeans, Tallow

Indications are that Japan may import considerably larger amounts of soybeans and tallows in the fiscal year 1955 (April 1, 1955-March 31, 1956) than the previous year. Her soybean imports may total about 640,000 short tons compared with 617,000 tons for the fiscal year just ended and her tallow imports, 120,000 tons against 93,000 tons last year.

Japan's position in regard to foreign exchange has improved in the past year and the government has decided to increase imports of the more essential items, while curtailing imports of the less important items. The United States will most likely have exportable surpluses of both commodities.

Mexican Fats, Oils Output

Mexico's total production of fats and oils in 1955 is expected to be about 11 per cent larger than the 272,785 short tons produced last year, according to Mexican agricultural sources. Of the 301,830 tons forecast for this year 73,850 tons would be animal fats and 227,980 tons, vegetable oils. An exportable surplus is anticipated, with a sharp increase in output of cottonseed oil.

SHORTENING, EDIBLE OIL

Shortening and edible oil shipments in March totaled 356,288,000 lbs., according to the Institute of Shortening and Edible Oils. This compared with 317,762,000 lbs. shipped in February. Of the March total, 148,805,000 lbs., or 41.8 per cent, was shortening and 190,728,000 lbs., or 53.6 per cent, was edible oil.

Shortening and edible oil shipments to agencies of the federal government and government controlled corporations amounted to 8,983,000 lbs., or 2.5 per cent and shipments for commercial export, 7,772,000 lbs., or 2.2 per cent of the grand total.

VEGETABLE OILS

Wednesday, May 4, 1955	
Crude, cottonseed oil, carlots, f.o.b.	
Valley	13 1/2 b
Southeast	13 3/4 ax
Texas	13 1/2 @ 13 1/4 n
Corn oil in tanks, f.o.b. mills	13 3/4 @ 14 n
Peanut oil, f.o.b. mills	18 n
Soybean oil, f.o.b. mills	11 3/4 pd
Cocunut oil, f.o.b. Pacific Coast	11 1/2 ax
Cottonseed foots:	
Midwest and West Coast	2 n
East	2 n

OLEOMARGARINE

Wednesday, May 4, 1955	
White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	24
Water churned pastry	28

OLEO OILS

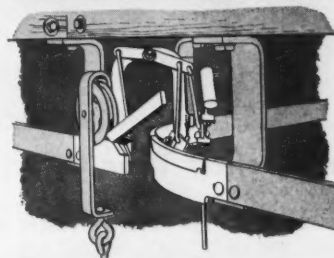
(F.O.B. Chicago)

Prime oleo stearine (slack barrels) 9 1/4 @ 9 1/4	Lb.
Extra oleo oil (drums)	12 1/2 pd @ 13 1/2 n

pd—paid, n—nominal, b—bid, n—asked.

Le Fiell All-Steel Switches FOR ECONOMY

Le Fiell Automatic Switch saves labor costs



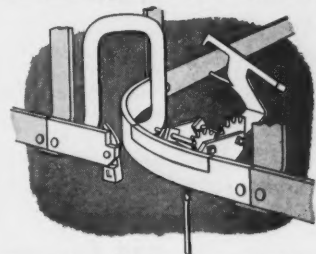
Smooth automatic load switching Rugged all-steel construction

The Le Fiell automatic track switch directs meat loads to the right track, smoothly, automatically and safely. As the load approaches it closes the switch. Built of heavy steel, to last a lifetime without maintenance, the Le Fiell automatic switch was designed by skilled packing plant engineers to give you more profit through quicker, safer meat handling.

The Le Fiell Automatic Switch is easy and economical to install. Comes as completely assembled unit, including curve, ready to bolt or weld in place. All joints are made at track hangers for accurate alignment with adjoining rail.

Available for 1R, 1L, 2R, 2L, 3R, 3L for 3/4" x 2 1/2" or 1 1/2" x 2 1/2" track.

Le Fiell All-Steel Gear-Operated Switch



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The safe gear-operated feature gives you positive control, as the switch is fully "closed" or fully "opened."

Easy to add to your present track system, the Le Fiell all-steel switch comes as completely assembled unit, including curve, ready to bolt in place. All joints are made at track hangers for accurate alignment with adjoining rail. Saves three-fourths installation time.

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CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

F.O.B. CHICAGO				BELLIES			
CHICAGO BASIS				Fresh or F.F.A.			
WEDNESDAY, MAY 4, 1955				Frozen			
SKINNED HAMS				GR. AMN. BELLIES D.S. BELLIES			
Fresh or F.F.A.				Clear			
42	10/12	43n		17n	18/20	18 1/2n	
42	12/14	41 1/4n		17a	20/25	18 1/2n	
40 1/2b	14/16	40 1/4n		16 1/4a	25/30	18a	
39 1/2	16/18	39 1/2		13 1/2a	30/35	15 1/2a	
37 1/2	18/20	37		12 1/2a	33/40	14 1/2	
36 1/2	20/22	36 1/2		12a	40/50	14a	
34 1/2	22/24	34 1/2					
34 1/2	24/26	34 1/2					
29 1/2	25/30	29 1/2					
28 1/2	25/up, 2's in.	28 1/2					
Note—Regular Hams 2 1/2c under skinned.							
FRESH PORK CUTS				FAT BACKS			
Job Lot				Fresh or Frozen			
Fresh				Cured			
49@50	Loins, und. 12	49		9n	6/8	9 1/4	
47@48	Loins, 12/16	47		9 1/4n	8/10	10	
39	Loins, 16/20	37b		10 1/4n	10/12	10 1/4	
34@35	Loins, 20/up	34@35		11n	14/16	11 1/2@11 1/4	
28	Butts, 4/8	28		11 1/4n	16/18	11 1/2@11 1/4	
25	Butts, 8/12	25		11 1/4n	18/20	11 1/2@11 1/4	
25	Butts, 8/up	25		11 1/4n	20/25	11 1/2@11 1/4	
37	Ribs, 3/dn.	34 1/2					
28	Ribs, 2's	26 1/2					
24@24 1/2	Ribs, 5/up	24n					
OTHER CELLAR CUTS				PICNICS			
Fresh or Frozen				Fresh or F.F.A.			
				Frozen			
12 1/2	Square jowls	12 1/2n		25	4/6	25	
10	Jowl butts, loose	10n		23	6/8	23	
11	Jowl butts, boxed	unq.		21	8/10	21	

LARD FUTURES PRICES

FRIDAY, APR. 29, 1955				
Open	High	Low	Close	
May 12.40	12.45	12.35	12.35b	
July 12.77 1/2	12.87 1/2	12.77 1/2	12.85a	
-80				
Sept. 13.15	13.20	13.15	13.20b	
Oct. 12.85	13.00	12.85	13.00b	
Nov. ....	....	....	12.60n	
Dec. ....	....	....	12.90b	
Sales: 7,720,000 lbs.				
Open interest at close Thurs., Apr. 28: May 258, July 435, Sept. 335, Oct. 106, Nov. 14, and Dec. 6 lots.				

MONDAY, MAY 2, 1955				
Open	High	Low	Close	
May 12.32 1/2	12.37 1/2	12.25	12.25	
July 12.80	12.80	12.70	12.70b	
-77 1/2				
Sept. 13.15	13.17 1/2	13.07 1/2	13.07 1/2a	
-12 1/2				
Oct. 12.85	12.85	12.85	12.85ax	
Nov. 12.60	12.60	12.57	12.57 1/2a	
Dec. ....	....	....	12.87 1/2a	
Sales: 5,520,000 lbs.				
Open interest at close Fri., Apr. 29: May 211, July 474, Sept. 352, Oct. 105, Nov. 14, and Dec. 6 lots.				

TUESDAY, MAY 3, 1955				
Open	High	Low	Close	
May 12.32 1/2	12.40	12.25	12.40a	
July 12.77 1/2	12.77 1/2	12.65	12.77 1/2b	
-75				
Sept. 13.10	13.12 1/2	13.02 1/2	13.12 1/2a	
Oct. 12.80	12.87 1/2	12.77 1/2	12.87 1/2b	
Nov. 12.60	12.60	12.55	12.55a	
Dec. 12.77 1/2	12.85	12.77 1/2	12.85b	
Sales: 5,880,000 lbs.				
Open interest at close Mon., May 2: May 126, July 474, Sept. 363, Oct. 107, Nov. 15, and Dec. 6 lots.				

WEDNESDAY, MAY 4, 1955				
Open	High	Low	Close	
May 12.47 1/2	12.70	12.47 1/2	12.70	
-55				
July 12.85 1/2	13.10	12.82 1/2	13.05	
-82 1/2				
Sept. 13.17 1/2	13.37 1/2	13.17 1/2	13.37 1/2a	
Oct. 12.95	13.05	12.92 1/2	13.05b	
Nov. 12.65	12.70	12.62 1/2	12.70b	
Dec. 12.92 1/2	13.12 1/2	12.92 1/2	13.12 1/2	
Sales: 6,360,000 lbs.				
Open interest at close Tues., May 3: May 102, July 491, Sept. 372, Oct. 110, Nov. 14, and Dec. 9 lots.				

THURSDAY, MAY 5, 1955				
Open	High	Low	Close	
May 12.70	12.80	12.67 1/2	12.72 1/2	
-75				
July 13.02 1/2	13.15	12.97 1/2	13.07 1/2b	
Sept. 13.35	13.40	13.25	13.35a	
Oct. ....	....	....	13.12a	
Nov. 12.70	12.72 1/2	12.70	12.72 1/2b	
Dec. ....	....	....	13.12a	
Sales: 4,000,000 lbs.				
Open interest at close Wed., May 4: May 86, July 501, Sept. 381, Oct. 111, Nov. 17, and Dec. 9 lots.				

CANADIAN KILL

In its report on March, 1955 slaughter of livestock in inspected plants in Canada, the Dominion Department of Agriculture gives the average dressed weight of hogs at 158.3 lbs.; cattle, 513.4 lbs.; calves, 106.5 lbs.; and sheep and lambs, 45.6 lbs. These weights compare with 162.0, 508.2, 101.5 and 45.9 lbs., respectively, in March, a year earlier. The number of livestock slaughtered in the two months were:

	Mar. 1955	Mar. 1954
Cattle	148,956	146,139
Calves	79,467	90,587
Hogs	535,705	443,896
Sheep	29,871	27,332

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b.		
Chicago	.....	\$16.00
Refined lard, 50-lb. cartons, f.o.b. Chicago	.....	16.00
Kettle rend., tierces, f.o.b. Chicago	.....	16.50
Kettle rend., tierces, f.o.b. Chicago	.....	17.00
Lard flakes	.....	18.12 1/2
Neutral tierces, f.o.b. Chicago	.....	18.12 1/2
Standard shortening*	.....	20.00
N. & S.	.....	21.25
Hydrogenated shortening, N. & S.	.....	21.25

*Delivered.

WEEK'S LARD PRICES

	P.S. or Dry	P.S. or Dry	Raw Leaf
Apr. 29..	12.37 1/2n	11.87 1/2a	12.87 1/2n
Apr. 30..	12.37 1/2n	11.87 1/2n	12.87 1/2n
May 2..	12.30n	11.75a	12.75n
May 3..	12.40n	11.50	12.50n
May 4..	12.70n	11.50	12.50n
May 5..	12.72 1/2n	11.75	12.75n

n—asked, b—bid, n—nominal.

HIDES AND SKINS

Hide market loses ground again this week—Most selections sold $\frac{1}{2}$ c off—Small packer and country hide markets slow and easier—River kip and overweights sold at lower levels—Trading of shearlings pending up to midweek.

CHICAGO

PACKER HIDES: Bids for most selections of hides on Monday were $\frac{1}{2}$ c lower than last week's levels, but packers were not in a listening mood and no trading came out all day.

Buyers were successful in buying hides at their prices on Tuesday, and a heavy volume of trading developed. Both dealers and tanners were in the market at the decline, but dealers were the main buyers of stock.

Light native steers sold at $14\frac{1}{2}$ c, but no trading of ex-light native steers could be confirmed. Heavy native steers sold at 11c for Rivers and $11\frac{1}{2}$ c for Northerns. Butt-branded and heavy Texas steers sold at 10c and Colorados brought $9\frac{1}{2}$ c. Light native cows sold at $13\frac{1}{2}$ c and 14c. Branded cows sold at 10c for Northerns and 11c for Southwesterns. Denver branded cows traded at $9\frac{1}{2}$ c. Light and ex-light branded steers and native bulls were untraded, but were quoted nominally lower.

Although buying interest for certain selections continued at steady prices at midweek, actual trading was difficult to find. Most trade sources thought the market had stabilized itself, and no further price reductions would come about, at least for the balance of the week.

SMALL PACKER AND COUNTRY HIDES: The small packer hide market eased to some degree, with trading of the 50@52-lb. average in the Midwest at 11c. Additional offerings were priced at 12c, but buying interest was lacking at that level.

Some 55-lb. average plump hides were offered at 10c, but were untraded up to midweek. The 60-lb. average was nominally quoted lower at $9\frac{1}{2}$ @10c. Some 42@43-lb. average, largely brands, sold out of the Southwest at $13\frac{1}{2}$ c. The 30@50-lb. hides, mostly 40-lb. average, were offered at 16c, but were not sold.

There was some export interest for country hides this week, but buyers were discriminate and wanted only straight locker butchers or straight renderer hides. There was rumored movement of 50-lb. straight locker butchers at $8@8\frac{1}{2}$ c, delivered dock. Renderers were quoted nominally at 7c.

CALFSKINS AND KIPSKINS: According to trade sources, calfskins were wanted but were short in supply which created a lack of activity in this market. Kipskins, however, sold lower and River overweights traded at $27\frac{1}{2}$ c and 28c and River kip brought 29c. Southwestern overweights reportedly sold at $26\frac{1}{2}$ c.

SHEEPSKINS: In additional activity last week, No. 1 shearlings sold at 2.90 and 3.00, and fall clips brought 3.50. Some No. 2 shearlings sold at 1.65, and No. 3's at 55c. A few No. 3 shearlings brought .60. Dry pelts unchanged at $27\frac{1}{2}$ @ $28\frac{1}{2}$ c, mostly nominal. Pickled skins last sold at 6.75@7.00, for lambs, and sheep brought 7.50.

See Record Shoe Output

The leather and shoe industry is likely to place the heaviest demand for hides and skins this year than in any year in the past, shoe production schedules for the year seem to indicate. If the present production pace is maintained all year, shoe output will reach a record 575,000,000 pairs, it was estimated.

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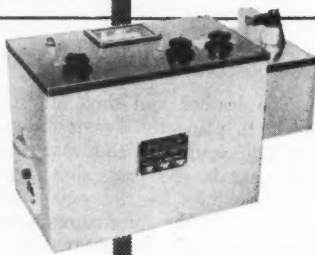
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CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended May 4, 1955	Cor. Week 1954
Hvy. Nat. steers	11 @ 11 1/2n	13 @ 15 1/2n
Lt. Nat. steers	14 1/2 @ 15n	
Hvy. Tex. steers	10n	11n
Ex. lgt. Tex.	16n	14n
Butt brnd. steers	10n	11n
Col. steers	9 1/2n	10 1/2n
Branded cows	10 @ 11n	12 1/2 @ 13n
Hvy. Nat. cows	11 @ 11 1/2n	14 1/2 @ 15n
Lt. Nat. cows	13 1/2 @ 14n	15 1/2 @ 16n
Nat. bulls	9n	10 1/2 @ 11n
Branded bulls	8n	9 1/2 @ 10n
Calfskins		
Nor., 10/15	47 1/2 @ 49n	45n
10/down	52 1/2n	42 1/2n
Kips, Nor., nat., 15/25	29n	28n

SMALL PACKER HIDES

STEERS AND COWS:		
60 lbs. and over	9 1/2 @ 10n	10 @ 10 1/2n
50 lbs.	11 @ 11 1/2n	13 @ 13 1/2n

SMALL PACKER SKINS

Calfskins, und. 15 lbs.	30 @ 35n	25n
Kips, 15/30	23 @ 24n	15 @ 16n

SHEEPSKINS

Packer shearlings,		
No. 1	2.90 @ 3.00n	1.55n
Dry Pelts	27 1/2 @ 28 1/2	28n
Horsehides, Untrim.	8.00 @ 8.50n	10.50 @ 11.00n

N. Y. HIDE FUTURES

FRIDAY, APR. 29, 1955

	Open	High	Low	Close
July	13.25b	13.27	13.10	13.14b- 76a
Oct.	13.80b	13.81	13.67	13.70b- 73a
Jan.	14.30b	14.30	14.20	14.21b- 25a
Apr.	13.80b			14.68b- 75a
July	15.20b	15.15	15.15	15.07b- 20a
Oct.	15.55b			15.47b- 65a

Sales: 82 lots.

MONDAY, MAY 2, 1955

July	13.15	13.15	13.08	13.12
Oct.	13.65b	13.65	13.65	13.65b- 68a
Jan.	14.15b	14.20	14.20	14.16b- 22a
Apr.	14.60b			14.62b- 72a
July	15.08b	15.08	15.08	15.08b- 14a
Oct.	15.50b			15.48b- 49a

Sales: 27 lots.

TUESDAY, MAY 3, 1955

July	13.07b	13.10	12.99	13.10
Oct.	13.65b	13.65	13.52	13.65
Jan.	14.12b	14.17	14.08	14.15
Apr.	14.55b	14.52	15.51	14.63 - 68
July	15.00b	15.08	15.08	15.10 - 15
Oct.	15.35b			15.50n

Sales: 85 lots.

WEDNESDAY, MAY 4, 1955

July	13.10	13.40	13.10	13.30b- 35a
Oct.	13.60b	13.90	13.70	13.90
Jan.	14.11b	14.22	14.22	14.40b- 50a
Apr.	14.60b	14.73	14.73	14.90b-15.00a
July	15.00b			15.35b- 50a
Oct.	15.45b			15.75b- 90a

Sales: 45 lots.

THURSDAY, MAY 5, 1955

July	13.30	13.30	13.20	13.34b- 36a
Oct.	13.80b	13.98	13.80	13.95
Jan.	14.30b	14.31	14.31	14.45b- 50a
Apr.	14.80b			14.95b-15.00a
July	15.30b			15.40b- 50a
Oct.	15.70b			15.80b

Sales: 31 lots.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Apr. 30, 1955, totaled 4,462,000 lbs.; previous week, 4,635,000 lbs.; same week, 1954, 5,325,000 lbs.; 1955 to date, 78,932,000 lbs.

Shipments for week ended Apr. 30, 1955, totaled 3,291,000 lbs.; previous week, 2,366,000 lbs.; corresponding week, 1954, 4,116,000 lbs.; 1955 to date, 54,280,000 lbs.; same period 1954, 76,230,000 lbs.

Week's Closing Markets

THURSDAY'S CLOSINGS Provisions

The live hog top at Chicago was \$18.25; average, \$16.70. Provision prices were quoted as follows: Under 12 pork loins, 49; 10/14 green skinned hams, 42½@43; Boston butts, 28; 16/down pork shoulders, 25½ nom.; 3/down spareribs, 34½; 8/12 fat backs, 9¼@10; regular pork trimmings, 14 nom.; 18/20 DS bellies, 18½ nom.; 4/6 green picnics, 25; 8/up green picnics, 20.

P. S. loose lard was quoted at 11.75 and P. S. cash lard in tierces or drums at 12.72½ nominal.

Cottonseed Oil

Closing cottonseed oil futures in New York were quoted as follows: May 15.54; July 15.42; Sept. 14.62; Oct. 14.12b-22a; Dec. 14.02; Jan. 14.03; and Mar. 13.95b-14.05a.

Sales: 37 lots.

Meat Index Up a Fraction

The wholesale price index on meat for the week ended April 26 rose fractionally to 84.1 from 83.4 per cent the week before as average primary market prices advanced 0.1 per cent to 110.4 on the basis of the 1947-49 average of 100 per cent. On the other hand, livestock and related products declined 1.4 and fats and oils, 1.2 per cent.

CHICAGO PROV. SHIPMENTS

Provision shipments by rail, in the week ended Apr. 30, with comparisons:

	Week ended Apr. 30	Previous Week	Cor. Week 1954
Cured meats, pounds	16,901,000	8,373,000	6,868,000
Fresh meats, pounds	12,534,000	5,129,000	24,052,000
Lard, pounds	1,748,000	1,148,000	2,877,000

PHILADELPHIA FRESH MEATS

Tuesday, May 3, 1955

WESTERN DRESSED

BEEF (STEER):

Choice, 500/700	\$41.50@43.50
Choice, 700/900	40.00@42.50
Good, 500/700	36.50@39.50

COW:

Commercial, all wts.	31.00@33.00
Utility, all wts.	28.00@30.50

VEAL (SKIN OFF):

Choice, 80/110	38.00@42.00
Choice, 110/150	38.00@43.00
Good, 50/80	32.00@34.00
Good, 80/110	34.00@37.00
Good, 110/150	35.00@38.00
Commercial, all wts.	27.00@32.00
Utility, all wts.	23.00@27.00

LAMB:

Prime, 30/50	44.00@47.00
Prime, 50/60	40.00@44.00
Choice, 30/50	44.00@47.00
Choice, 50/60	40.00@44.00
Good, all wts.	40.00@46.00
Utility, all wts.	36.00@40.00

MUTTON (EWE):

Choice, 70/down	20.00@22.00
Good, 70/down	18.00@20.00

PORK CUTS—CHOICE LOINS:

(Bladeless included) 8/12	49.00@52.00
(Bladeless included) 12/16	47.00@49.00
Butts, Boston style, 4/8	34.00@36.00
Spareribs, 3 lbs. down	38.00@41.00

LOCALLY DRESSED

STEER BEEF (lb.):	Prime	Choice	Good
Hindqtrs, 600/800	57@60	51@53	46@49
Hindqtrs, 800/900	56@58	50@52	45@47
Rounds, no flank	48@52	46@50	44@46
Hip rd., with flank	46@50	45@49	42@46
Full loin, untrim.	68@75	54@58	46@52
Short loin, untrim.	86@95	66@72	58@64
Ribs (7 bone)	70@75	54@58	44@48
Arm chucks	33@36	32@35	30@32
Briskets	35@37	35@37	35@37
Short plates	13@15	13@15	13@15
Pork loins 8/12	55@58	Sk. hams 10/12	51@53
Pork loins 12/16	54@57	Sk. hams 12/14	50@52
Spareribs, 3/dn.	40@43	Bos. butts, 4/8	36@39

ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on April 30 totaled 18,244,642 lbs. of pork meats compared with 16,743,689 lbs. at the close of March and 18,183,220 lbs. a year earlier, the St. Louis Livestock Exchange has reported. Lard stocks totaled 6,376,823 lbs. compared with 5,721,586 lbs. a month before and 4,359,634 lbs. a year earlier.



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Swiss Eye United States As Source of Meat Imports

Increased imports of frozen meat, frozen tongues, canned and frozen pork liver and canned beef products by Switzerland are expected this year, according to the Foreign Agricultural Service.

Swiss importers are interested in the possibility of purchasing meat products from South America or in the United States. The Swiss market for meat products is relatively small and the U. S. has a small share of the market. However, American exports are increasing.

The Swiss are particularly interested in importing U. S. tenderloins, but at present imports are not allowed by the Swiss veterinary authorities. There is a need for frozen processing beef since sausage at present is in short supply. Demands of the Swiss importers may result in the modification of the ban on the import of tenderloins.

HOG-CORN RATIO

The hog-corn ratio for barrows and gilts at Chicago for the week ended April 30, 1955, was 11.3, according to a report by the U. S. Department of Agriculture. The ratio compared with the 11.3 ratio reported for the preceding week and 17.0 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.466 per bu. in the week ended April 30, 1955, \$1.480 per bu. in the previous week and \$1.580 per bu. for the same period a year earlier.

MARCH MEAT GRADING

Meat and meat products graded and certified by the U. S. Department of Agriculture in March, with comparisons ("000" omitted):

	Mar. 1955	Feb. 1954	Mar. 1954
Beef	498,020	416,668	497,947
Veal and calf	10,832	16,954	19,584
Lamb, yearling and mutton	23,063	20,508	22,160
Totals	540,915	454,130	539,691
All other meats and lard	14,104	14,794	38,824
Grand totals	555,019	468,924	578,515

CANADIAN STORAGE STOCKS

Cold storage holdings in Canada on April 1, 1955, with comparisons, as reported to THE NATIONAL PROVISIONER, in 1,000 lbs.

	Apr. 1 1955*	Mar. 1 1955†	Apr. 1 1954	5-yr. Av. Apr. 1
Beef, frozen . . .	11,581	13,271	12,910	14,601
Veal, frozen . . .	869	1,233	1,927	1,386
Pork, frozen . . .	22,144	24,896	25,674	32,401
Mutton & Lamb, frozen	2,058	1,785	1,689	1,990

*Preliminary. †Revised.

LIVESTOCK MARKETS...Weekly Review

More Fat Cattle Thursday, Is Appeal of Denver Trade

An appeal that producers ship more fat cattle to the Denver market for Thursday sale was lauded at the "Good Will" dinner recently by Denver livestock commission firms and the Denver Union Stock Yards Co. About 50 men from the Denver market attended.

More such gatherings will be conducted until "we get around to each and every stockman in the area before we are through," said A. A. Blakely, president of the Denver Livestock Exchange.

Feeders were urged to spread their shipments, so more fat cattle would arrive on Thursday, the day when the Denver market is usually short of good quality cattle. Packers have agreed to support the plan and pay going prices, if assured of an adequate supply of good cattle.

See 21% Rise in Canadian Spring Pig Crop Over 1954

The number of sows to farrow during the 1955 spring season (December 1 to May 1) in Canada indicated a pig crop about 21 per cent larger than for the same period, last year, according to the Dominion Bureau of Statistics. The March 1 quarterly survey was an upward revision from indications reported in the fall.

The number of pigs to be farrowed, at a prospective 7.5 pigs per litter, was estimated at 5,225,000 head compared with 4,215,000 farrowed in the spring season, last year. The Dominion meat industry, consequently, looks to a substantial rise in hog slaughter for late this year and early 1956.

LIVESTOCK AT 64 MARKETS

A summary of receipts and disposition of livestock at 64 public markets during March, 1955 and 1954, as reported by the U. S. Department of Agriculture:

CATTLE (EXCLUDING CALVES)				
	Salable receipts	Total receipts	Local slaughter	
March 1955....	1,454,422	1,706,905	867,354	
March 1954....	1,613,869	1,910,006	1,074,758	
Jan.-Mar. 1955..	4,317,159	5,061,556	2,860,361	
Jan.-Mar. 1954..	4,464,360	5,264,226	3,001,068	
5-yr. av. (Mar. 1950-54)	1,225,088	1,441,897	790,533	
CALVES				
March 1955....	301,235	378,599	236,725	
March 1954....	337,262	427,401	259,027	
Jan.-Mar. 1955..	871,670	1,114,962	672,706	
Jan.-Mar. 1954..	926,667	1,177,470	688,280	
5-yr. av. (Mar. 1950-54)	289,160	354,240	206,432	
HOGS				
March 1955....	2,071,601	2,924,341	2,104,112	
March 1954....	1,729,509	2,450,029	1,790,821	
Jan.-Mar. 1955..	6,181,074	8,685,902	6,186,076	
Jan.-Mar. 1954..	4,939,665	7,951,379	5,081,645	
5-yr. av. (Mar. 1950-54)	2,099,265	2,993,514	2,110,277	
SHEEP AND LAMBS				
March 1955....	670,243	1,165,508	659,453	
March 1954....	600,525	1,127,591	625,071	
Jan.-Mar. 1955..	1,969,542	3,528,798	1,862,488	
Jan.-Mar. 1954..	1,768,831	3,350,754	1,814,450	
5-yr. av. (Mar. 1950-54)	541,318	998,829	523,379	

SALABLE AND DRIVE-IN RECEIPTS AT 64 MARKETS

Total salable and driven-in receipts of livestock by classes during March, 1955 and 1954 at the 64 markets.

TOTAL SALABLE RECEIPTS*		
	Mar. 1955	Mar. 1954
Cattle	1,454,422	1,613,869
Calves	301,235	337,262
Hogs	2,071,601	1,729,509
Sheep	670,243	600,525
TOTAL DRIVEN-IN RECEIPTS		
	Mar. 1955	Mar. 1954
Cattle	1,422,448	1,547,220
Calves	343,854	370,349
Hogs	2,543,900	2,122,106
Sheep	636,269	614,658

*Do not include through shipments and direct shipments to packers when such shipments pass through the stockyards.

Drive-in receipts at 64 public markets constituted the following percentages of total March receipts: Cattle, 83.3; calves, 90.8; hogs, 87.0; and sheep, 54.6. Percentages in 1954 were 81.0, 86.7, 87.0 and 54.5.

California Lifts Ban from Most Colorado Cattle Areas

California recently lifted the quarantine against Colorado cattle except for the ten county scab zone in southeastern Colorado, the quarantine on which will be lifted shortly. California authorities have disclosed. Animals from those Colorado counties are still under quarantine which requires that cattle from those counties be dipped or sprayed prior to shipping and have a permit to cross state lines.

Kansas and Wyoming have removed quarantine on all of Colorado except the original ten counties that were under Colorado quarantine. Utah action, to come soon, is expected to be similar to those of Kansas and Wyoming, while Nebraska has removed the quarantine entirely.

British 1954 Meat Supply 10% Rise Over Year Before

The total supply of carcass meat and offal in the United Kingdom for 1954 was estimated by the British Ministry of Food at 2,056,000 tons. This represented a 10 per cent increase over 1953 supplies of 1,885,000 tons. Of the 1954 total, 1,380,000 tons, or two-thirds, was home produced.

ST. LOUIS HOGS IN APRIL

Hogs receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	1955	April 1954
Hogs received	203,119	175,767
Highest top price	\$18.50	\$28.90
Lowest top price	17.25	26.50
Average price	17.29	27.60
Average weight, lbs.	220	226

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JACKSON, MISS.
JONESBORO, ARK.

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PACKERS' PURCHASES

Purchases of livestock by packers at principle centers for the week ended Saturday, April 30, 1935, as reported to The National Provisioner:

CHICAGO
Armour, 6,863 hogs; Wilson, 6,343 hogs; Agar, 6,600 hogs; Shippers, 8,989 hogs; and Others, 13,134 hogs. Totals: 29,407 cattle, 1,342 calves, 41,919 hogs, and 5,182 sheep.

KANSAS CITY
Cattle Calves Hogs Sheep
Armour . 3,416 876 2,063 3,795
Swift . 2,535 852 2,340 3,914
Wilson . 1,681 . . . 2,552 . . .
Butchers, 5,246 . . . 1,022 . . .
Others . 464 . . . 575 4,981
Totals 13,322 1,728 8,552 12,390

OMAHA
Cattle and Calves Hogs Sheep
Armour . 7,850 7,748 3,271
Cudahy . 4,165 7,596 2,742
Swift . 6,739 6,843 2,159
Wilson . 4,091 . . . 5,092 3,003
Am. Stores, 916
Cornhusker, 1,032
O'Neill . 584
Neb. Beef, 639
Eagle . 36
Gr. Omaha, 886
Hoffman, 105
Rothschild, 1,300
Roth . 1,537
Kingman, 1,919
Merchants
Others . 1,083 12,667 . . .
Totals 33,002 39,856 11,235

E. ST. LOUIS
Cattle Calves Hogs Sheep
Armour . 3,327 650 6,583 1,296
Swift . 3,159 1,413 12,603 1,394
Hunter . 1,068 . . . 3,382 . . .
Hell 2,385 . . .
Krey 4,272 . . .
Laclede
Luer
Totals 7,554 2,063 20,225 2,690

ST. JOSEPH
Cattle Calves Hogs Sheep
Swift . 3,459 348 11,355 7,048
Armour . 4,256 290 7,223 1,537
Others . 5,792 694 3,776 588
Totals 13,507 1,332 22,354 9,173

*Do not include 170 cattle, 323 calves, 2,135 hogs and 2,771 sheep direct to packers.

SIOUX CITY
Cattle Calves Hogs Sheep
Armour . 5,453 . . . 6,786 1,905
Sioux City
Dr. Bf. 1,363 1 4,900 1,004
Swift . 3,752
Butchers, 520 12
Others . 11,494 4 17,630 458
Totals 22,582 17 29,216 3,367

WICHITA
Cattle Calves Hogs Sheep
Cudahy . 1,569 451 1,552 445
Kansas . 1,032
Dunn . 131
Dold . 112 . . . 871 . . .
Sunflower 48 . . . 15 . . .
Pioneer . 61
Excel . 231
Armour . 179 1,021
Swift 881
Others . 1,410 . . . 460 2,612
Totals 3,863 451 2,907 5,859

OKLAHOMA CITY
Cattle Calves Hogs Sheep
Armour . 2,053 143 1,022 1,366
Wilson . 1,800 353 726 2,848
Others . 2,958 415 949 . . .
Totals* 6,811 911 2,697 4,214

* Do not include 813 cattle, 297 calves, 6,448 hogs and 1,809 sheep direct to packers.

LOS ANGELES
Cattle Calves Hogs Sheep
Armour . 128
Swift . 94
Wilson . 289
Com'l . 743
Acme . 653
Gr. West 549
Atlas . 547
United . 502 2 340 . . .
Globe . 346
Quality . 340
Others . 3,695 495 525 . . .
Totals 7,886 497 865 . . .

DENVER

Cattle Calves Hogs Sheep
Armour . 1,856 127 2,026 5,592
Swift . 1,777 70 2,755 9,967
Cudahy . 821 75 2,267 301
Wilson . 476 . . . 2,311 . . .
Others . 9,302 143 . . . 709
Totals 14,231 415 9,959 16,560

CINCINNATI

Cattle Calves Hogs Sheep
Gall 254
Kahn's
Meyer
Schlachter 197 56
Northside
Others . 4,401 1,881 12,882 65
Totals 4,658 1,437 12,882 319

ST. PAUL

Cattle Calves Hogs Sheep
Armour . 7,136 3,725 13,167 1,416
Bartusch 1,459
Rifkin . 1,031 32
Superior, 1,614
Swift . 8,425 4,503 26,480 1,918
Others . 5,714 1,932 10,910 2,099
Totals 23,379 10,192 50,557 5,433

FORT WORTH

Cattle Calves Hogs Sheep
Armour . 1,429 1,292 1,212 19,642
Swift . 2,519 1,300 942 18,065
Bl. Bon. 535 85 265 . . .
City . 402 37 3
Rosenthal 43 4 . . . 303
Totals 4,946 2,718 2,362 38,070

TOTAL PACKER PURCHASES

	Week end.	Prev. week	Same week
	Apr. 30	Apr. 29	Apr. 29
Cattle	186,048	171,115	146,666
Hogs	253,351	267,553	222,075
Sheep	114,801	99,121	70,452

CORN BELT DIRECT TRADING

Des Moines, May 4—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were reported by the USDA as follows:

Hogs, good to choice:
160-180 lbs. \$14.50@16.50
180-240 lbs. 16.25@17.25
240-300 lbs. 15.35@17.25
300-400 lbs. 14.70@16.25

Sows:
270-360 lbs. 14.25@14.90
400-500 lbs. 11.75@13.45

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week	Last week	Last year
	est.	actual	actual
Apr. 28 . . .	43,000	43,500	36,000
Apr. 29 . . .	50,000	35,500	29,000
Apr. 30 . . .	32,500	31,000	20,000
May 2 . . .	43,500	75,000	43,000
May 3 . . .	40,500	45,000	48,000
May 4 . . .	50,000	34,500	28,000

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, May 4, were as follows:

CATTLE:
Steers, ch. & pr. None rec.
Steers, gd. & ch. \$23.25@25.00
Steers, com'l & gd. 19.00@22.00
Heifers, gd. & ch. 20.50@22.25
Heifers, util. & com'l 15.00@18.00
Cows, util. & com'l 14.00@16.00
Cows, can. & cut. 10.00@12.00
Bulls, util. & com'l 14.50@17.00

VEALERS:
Choice & prime \$24.00@26.00
Good & choice 20.00@24.00
Util. & com'l 12.00@16.00
Culls 7.00@ 9.00

HOGS:
Choice, 180/270 \$17.00@18.75
Sows, 400/down 14.25 only

LAMBS:
Ch. & pr. spring. None rec.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, May 3, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

Choice:

120-140 lbs.	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	\$16.50-17.00	\$15.50-17.00	None rec.	None rec.	None rec.
160-180 lbs.	17.00-17.50	16.00-17.50	\$16.50-17.00	\$16.00-17.50	\$16.25-17.25
180-200 lbs.	17.25-17.75	17.25-17.75	17.10-17.50	16.75-17.75	17.50-18.00
200-220 lbs.	17.25-17.75	17.25-17.75	17.25-17.50	16.75-17.75	17.50-18.00
220-240 lbs.	16.75-17.50	17.00-17.75	16.85-17.25	16.75-17.75	16.25-17.25
240-270 lbs.	16.25-17.00	16.60-17.25	16.50-17.10	16.00-17.00	15.50-16.75
270-300 lbs.	15.75-16.50	16.00-16.75	15.50-16.50	15.00-16.25	15.50-15.75
300-330 lbs.	None rec.	15.75-16.15	None rec.	14.25-15.25	14.00-15.00
330-360 lbs.	None rec.	15.25-15.75	None rec.	14.25-15.25	13.50-14.50

Medium:

160-220 lbs.	None rec.	None rec.	None rec.	13.00-16.50	None rec.
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SOWS:

Choice:

270-300 lbs.	15.00 only	15.25-15.50	14.25-14.75	None rec.	14.75-15.00
300-330 lbs.	15.00 only	15.00-15.25	14.25-14.50	14.75-15.00	14.75-15.00
330-360 lbs.	14.75-15.00	14.75-15.25	14.00-14.25	14.25-14.75	14.25-14.75
360-400 lbs.	14.50-14.75	14.00-15.00	13.50-14.00	13.50-14.50	13.75-14.50
400-450 lbs.	14.00-14.50	13.50-14.25	13.50-13.75	12.25-13.75	13.00-14.00
450-550 lbs.	13.00-14.00	13.00-14.00	12.75-13.50	12.25-13.75	12.00-13.50

Medium:

250-500 lbs.	None rec.	None rec.	None rec.	11.25-14.50	None rec.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	25.00-27.50	24.50-27.00	23.50-26.50	24.00-27.00	None rec.
900-1100 lbs.	25.50-28.00	25.00-28.00	24.00-27.00	24.25-27.50	None rec.
1100-1300 lbs.	25.50-28.00	26.00-28.50	24.50-27.00	24.75-27.75	None rec.
1300-1500 lbs.	25.00-27.50	26.00-28.50	24.50-27.00	24.75-27.75	None rec.

Choice:

700-900 lbs.	22.00-25.50	22.25-25.00	21.75-24.00	20.50-24.50	22.00-25.00
900-1100 lbs.	22.75-25.50	22.50-26.00	22.00-24.50	20.75-24.75	22.00-25.50
1100-1300 lbs.	22.75-25.50	22.50-26.00	22.00-24.50	20.75-24.75	21.50-25.50
1300-1500 lbs.	22.50-25.50	22.50-26.00	22.00-24.50	20.75-24.75	21.50-24.50

Good:

700-900 lbs.	19.00-22.50	19.50-22.50	18.25-21.75	18.50-20.75	18.00-22.00
900-1100 lbs.	19.50-22.50	19.50-22.50	18.50-22.00	18.50-20.75	18.00-22.00
1100-1300 lbs.	19.50-22.50	19.50-22.50	18.50-22.00	18.75-21.00	18.00-22.00

Commercial:

all wts.	17.50-19.50	16.00-19.50	16.00-18.50	16.50-18.75	15.00-18.00
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Utility:

all wts.	15.00-17.50	14.00-16.50	12.00-16.00	14.25-16.50	14.00-15.00
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HEIFERS:

Prime:

600-800 lbs.	24.00-26.00	23.00-24.00	22.75-24.75	22.50-24.00	None rec.
800-1000 lbs.	24.00-26.00	23.50-25.00	23.00-25.00	22.75-24.50	None rec.

Choice:

600-800 lbs.	22.00-24.00	20.50-22.50	20.50-23.00	20.25-22.75	21.00-23.50
800-1000 lbs.	22.00-24.00	21.00-24.00	20.75-23.00	20.25-22.75	21.00-23.50

Good:

500-700 lbs.	18.50-22.00	18.50-21.00	17.00-20.50	18.00-20.25	17.00-21.00
700-900 lbs.	18.50-22.00	19.00-21.00	17.50-20.75	18.00-20.50	17.00-21.00

Commercial:

all wts.	16.50-18.50	15.50-19.00	14.50-17.50	14.75-18.00	14.00-17.00
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Utility:

all wts.	13.50-16.50	13.00-15.50	11.00-14.50	13.25-14.75	13.00-14.00
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COWS:

Commercial:

all wts.	13.50-15.50	14.00-15.50	13.25-15.00	13.50-15.25	13.50-15.50
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Utility:

all wts.	12.50-13.50	12.00-14.00	12.00-13.25	11.50-13.50	11.50-13.50
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Canner & cutter:

all wts.	10.00-12.50	10.00-12.50	10.00-12.00	9.50-11.50	9.00-11.50
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BULLS (Yrds. Excl.) All Weights:

Good	None rec.	12.50-14.50	None rec.	12.00-13.50	12.00-13.00
Commercial	13.50-15.00	15.50-16.25	14.00-14.75	13.50-15.00	12.00-13.00
Utility	12.50-13.50	14.00-15.50	13.00-14.00	12.50-13.50	12.50-15.00
Cutter	10.00-12.50	13.00-14.00	11.50-13.00	11.00-12.50	12.50-15.00

VEALERS, All Weights:

Ch. & pr.	22.00-27.00	26.00-27.00	21.00-23.00	20.00-22.00	20.00-24.00
Com'l & gd.	15.00-22.00	17.00-26.00	15.00-21.00	14.00-20.00	14.00-20.00

CALVES (500 Lbs. Down):

Ch. & pr.	20.00-24.00	20.00-24.00	19.00-21.00	18.00-21.00	16.00-19.00
Com'l & gd.	14.00-20.00	15.00-20.00	14.00-19.00	13.00-18.00	14.00-16.00

SHEEP & LAMBS:

SPRING LAMBS:

Ch. & pr.	22.50-23.50	None rec.	22.75-23.25	22.00-22.75	None rec.
Gd. & ch.	21.50-22.50	None rec.	22.00-22.75	21.00-22.00	None rec.

LAMBS (110 Lbs. Down) (Wooled):

Ch. & pr.	None rec.	21.00-21.75	None rec.	20.75-21.25	20.00-20.50
Gd. & ch.	19.00-20.00	20.00-21.25	None rec.	19.50-20.75	18.00-20.25

LAMBS (Shorn, 105 Lbs. Down):

Ch. & pr.	None rec.	19.50-20.50	17.50-19.00	19.00-19.75	19.50-19.75
Gd. & ch.	None rec.	18.50-19.75	16.00-17.50	18.50-19.25	17.50-19.50

EWES (Shorn):

Gd. & ch.	5.50-6.50	5.50-6.50	5.50-6.00	4.75-5.50	5.50-6.00
Quil & Util.	4.50-5.50	4.00-5.50	3.50-5.50	3.00-4.75	3.50-5.50

NOTE: Cattle prices at Omaha as of Monday, May 2.



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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

	Week ended	Prev. Week	Cor. Week 1954
CATTLE			
Chicago†	29,407	24,303	21,516
Kan. City†	15,050	14,785	13,883
Omaha*†	33,560	29,160	27,167
E. St. Louis†	9,617	9,561	10,529
St. Joseph†	12,546	12,128	9,760
Sioux City†	9,858	8,439	9,951
Wichita*†	5,130	3,639	4,352
New York & Jer. City†	12,760	12,040	10,728
Okl. City*†	8,832	8,608	9,731
Cincinnati†	5,243	4,068	4,361
Denver†	16,195	13,093	13,565
St. Paul†	19,665	17,873	16,085
Milwaukee†	6,499	5,328	5,174
Totals	184,368	163,034	156,805

HOGS			
Chicago†	32,930	37,712	28,675
Kan. City†	8,552	9,963	9,139
Omaha*†	45,840	42,057	24,444
E. St. Louis†	29,225	34,657	33,481
St. Joseph†	29,713	21,444	20,608
Sioux City†	14,453	14,030	19,897
Wichita*†	9,770	10,734	6,751
New York & Jer. City†	53,052	46,671	38,950
Okl. City*†	9,145	8,895	9,977
Cincinnati†	12,825	15,013	11,138
Denver†	10,992	9,485	11,784
St. Paul†	39,647	37,338	29,753
Milwaukee†	4,920	3,787	3,770
Totals	291,164	291,780	248,567

SHEEP			
Chicago†	5,182	5,546	4,036
Kan. City†	12,690	11,443	4,715
Omaha*†	12,640	10,613	10,639
E. St. Louis†	2,690	3,829	2,791
St. Joseph†	11,356	12,712	8,498
Sioux City†	3,919	5,473	7,056
Wichita*†	3,247	4,277	2,786
New York & Jer. City†	56,706	51,058	42,508
Okl. City*†	6,023	4,199	3,615
Cincinnati†	328	191	329
Denver†	15,454	11,591	13,816
St. Paul†	3,334	1,825	2,118
Milwaukee†	703	707	551
Totals	134,272	113,464	103,061

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter.
§Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter in Canada for week ended April 23:

	Week Ended April 23 1955	Same week 1954
CATTLE		
Western Canada	14,405	14,400
Eastern Canada	17,006	14,886
Totals	31,411	29,286

HOGS		
Western Canada	52,674	40,971
Eastern Canada	62,394	52,771
Totals	115,068	93,742

All-hog carcasses graded	122,824	103,059
SHEEP		
Western Canada	2,672	1,875
Eastern Canada	2,225	2,256
Totals	4,897	4,131

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Apr. 30:

	Cattle	Calves	Hogs*	Sheep
Salable	207	79	143	....
Total (inc. directs)	7,748	2,631	23,757	27,419
Prev. week:				
Salable	139	88	....	....
Total (inc. directs)	4,694	2,372	20,583	26,633

*Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

	Cattle	Calves	Hogs	Sheep
Apr. 28..	2,061	547	9,799	4,477
Apr. 29..	1,457	735	5,195	202
Apr. 30..	156	86	618	232
May 2...17,039	515	12,787	3,986	....
May 3... 6,000	300	9,500	2,500	....
May 4...14,000	400	9,500	4,000	....
*Week so far ...	37,039	1,215	31,787	10,486
Wk. ago..49,052	1,404	34,935	17,665	....
Yr. ago..40,777	1,199	28,276	5,241	....
2 yr. ago..43,743	1,321	29,607	11,959	....

*Include 378 cattle, 3,895 hogs and 2,115 sheep direct to packers.

	SHIPMENTS		
Apr. 28..	3,348	11	2,237
Apr. 29..	1,808	30	1,978
Apr. 30..	1,147	1	153
May 2...4,842	24	2,730	1,298
May 3... 2,500	....	1,060	1,000
May 4... 5,000	....	1,000	2,500
*Week so far ...	12,342	24	4,730
Wk. ago..18,051	87	4,621	9,433
Yr. ago..13,662	321	4,103	2,348
2 yrs. ago..17,506	96	2,664	2,403

	MAY RECEIPTS	1955	1954
Cattle	37,039	40,777	....
Calves	1,215	1,199	....
Hogs	31,787	28,276	....
Sheep	10,486	5,241	....

	MAY SHIPMENTS	1955	1954
Cattle	12,342	13,662	....
Hogs	4,730	4,103	....
Sheep	4,798	2,348	....

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., May 4:

	Week ended May 4	Week ended Apr. 27
Packers' purch....	29,834	37,085
Shippers' purch....	10,861	8,499
Totals	40,695	45,587

LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, May 4, were reported as shown in the table below:

CATTLE:	
Steers, ch. & pr.	None rec.
Steers, gd. & ch.	\$23.00@23.75
Steers, commercial.	17.50@20.50
Heifers, gd. & ch.	21.50@22.50
Heifers, util. & com'l.	15.00@17.00
Cows, util. & com'l.	13.50@15.75
Cows, can. & cut.	10.50@13.00
Bulls, util. & com'l.	16.00@18.00

CALVES:	
Good & choice	\$19.50@22.50
Com'l & good	16.00@19.50
Cull & utility	12.00@14.00

HOGS:	
Choice, 195/250.	\$18.25@19.00
Sows,	None rec.

LAMBS:	
Choice & prime	None rec.

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Apr. 27, with comparisons:

	Cattle	Hogs	Sheep
Week to date	309,000	393,000	216,000
Previous week	288,000	421,000	198,000
Same wk. 1954	277,000	348,000	164,000
1955 to date	4,604,000	7,799,000	2,989,000
1954 to date	4,849,000	6,443,000	2,823,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Apr. 28:

	Cattle	Calves	Hogs	Sheep
Los Ang.	8,450	775	850	575
N. Portl.	2,300	315	1,625	1,025
San Fran.	900	35	550	1,500

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the USDA Marketing Service for week ended April 30, 1955 with Comparisons)

STEERS AND HEIFERS: Carcasses

Week ended Apr. 30 ...	12,123
Week previous	16,988
Same week year ago....	12,873

COW:

Week ended Apr. 30 ...	2,197
Week previous	2,019
Same week year ago....	1,527

BULL:

Week ended Apr. 30 ...	304
Week previous	590
Same week year ago....	491

VEAL:

Week ended Apr. 30 ...	9,900
Week previous	11,206
Same week year ago....	9,553

LAMB:

Week ended Apr. 30 ...	24,883
Week previous	34,641
Same week year ago....	26,723

MUTTON:

Week ended Apr. 30 ...	643
Week previous	1,205
Same week year ago....	1,434

HOG AND PIG:

Week ended Apr. 30 ...	7,030
Week previous	7,136
Same week year ago....	3,230

PORK CUTS:

Week ended Apr. 30 ...	1,163,634
Week previous	1,056,056
Same week year ago....	1,031,668

BEEF CUTS:

Week ended Apr. 30 ...	191,860
Week previous	124,038
Same week year ago....	113,619

VEAL AND CALF CUTS:

Week ended Apr. 30 ...	12,486
Week previous	69,539
Same week year ago....	55,458

LAMB AND MUTTON:

Week ended Apr. 30 ...	45,437
Week previous	101,417
Same week year ago....	1,100

BEEF CURED:

Week ended Apr. 30 ...	8,412
Week previous	13,193
Same week year ago....	13,713

PORK CURED AND SMOKED:

Week ended Apr. 30 ...	168,761
Week previous	267,047
Same week year ago....	287,844

LARD AND PORK FAT:

Week ended Apr. 30 ...	3,300
Week previous	7,700
Same week year ago....	

LOCAL SLAUGHTER

CATTLE:

Week ended Apr. 30 ...	12,796
Week previous	12,049
Same week year ago....	10,728

CALVES:

Week ended Apr. 30 ...	12,353
Week previous	12,528
Same week year ago....	11,865

HOGS:

Week ended Apr. 30 ...	53,052
Week previous	46,671
Same week year ago....	38,950

SHEEP:

Week ended Apr. 30 ...	56,706
Week previous	51,058
Same week year ago....	42,508

COUNTRY DRESSED MEATS

VEAL:

Week ended Apr. 30 ...	6,654
Week previous	6,219
Same week year ago....	5,721

HOGS:

Week ended Apr. 30 ...	59
Week previous	85
Same week year ago....	170

LAMB AND MUTTON:

Week ended Apr. 30 ...	120
Week previous	88
Same week year ago....	179

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended April 30, was reported by the U.S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	12,796	12,353	53,052	56,706
Baltimore, Philadelphia	7,706	1,296	23,850	2,136
Cincinnati, Cleveland, Detroit, Indianapolis	18,418	7,420	79,476	12,740
Chicago Area	27,987	7,795	58,202	7,908
St. Paul-Wis. Area ²	31,413	31,061	91,560	10,887
St. Louis Area ³	15,410	5,066	69,911	9,418
St. Louis City	9,463	6	14,292	3,932
Omaha Area	35,742	857	62,065	16,929
Kansas City	16,059	3,838	26,518	16,894
Iowa-So. Minnesota ⁴	28,148	12,885	237,588	29,104
Louisville, Evansville, Nashville, Memphis	9,541	9,112	46,512	Not Available
Georgia-Alabama Area ⁵	7,170	3,139	21,054	
St. Joseph, Wichita, Okla. City ..	18,829	3,244	38,561	18,856
Ft. Worth, Dallas, San Antonio ..	21,596	7,722	17,069	33,307
Denver, Ogden, Salt Lake City ..	17,398	1,074	13,913	19,823
Los Angeles, San Francisco Areas ⁶	26,963	3,417	33,022	31,090
Portland, Seattle, Spokane	7,129	468	14,490	3,567
GRAND TOTALS	311,738	111,345	901,045	273,317
Totals previous week	289,477	106,008	901,202	262,075
Totals same week 1954	269,271	109,363	753,187	211,588

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama, and Jacksonville, Florida during the week ended Apr. 29:

	Cattle	Calves	Hogs
Week ended Apr. 29	3,711	900	9,851
Week previous (five days)	3,377	658	9,016
Corresponding week last year	2,282	1,023	7,751

MAY 7, 1955

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SUPERINTENDENT: Or assistant to manager. Desire position in small plant in south. Size of plant and salary no factor. Interested in potential. No "hot-shot" but am interested in economic growth based on quality products, and plant expansion from net returns. 15 years' small plant experience, 3 years sausage, 5 years curing, 3 years shipping, 2 years refrigeration. Familiar with all operations. W-142, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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Cost reduction and control. Latest methods in management and production. Management service. Experienced specialists in the meat industry.

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EXPERIENCED SUPERINTENDENT: Over 20 years' supervisory experience in all production departments including sausage. Am familiar with office procedures, standards, costs, yields and quality control. W-108, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASING MAN: All around hog or beef casing man seeks position. Can perform any operation on hog or beef casings, any size plant. Will go anywhere. W-164, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 42 years of age, 22 years' experience. Complete knowledge of sausage making. Can control costs, quality and yields. Large or small plant. Can give references. W-159, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISOR or FOREMAN: Fully experienced in the manufacturing and processing of top quality sausages, cooked and baked loaves, and can handle men efficiently. Prefer medium or large plant. W-148, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Thorough knowledge of pork and provisions. All phases of hog buying, killing, cutting, sales, plant operations, realizations, cost, yields, etc. Over 20 years' experience. Can manage entire plant. W-149, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OFFICE MANAGER-CONTROLLER: Accountant. Meat packing specialist, 18 years' experience executive capacity, heavy responsibility, cost conscious. College graduate, very personable. Will relocate. W-160, THE NATIONAL PROVISIONER, 18 E. 41st St. New York 17, N.Y.

MANAGER: Have 26 years' experience with large multi-plant independent covering every phase of pork and beef operations. W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LIVESTOCK BUYER: 10 years' experience in country and terminal markets, 30 years old. W-165, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALES MANAGER SAUSAGE CASINGS

Large progressive casings organization seeks a competent, aggressive sales manager to develop and expand its sales force. The man we want has had experience in selling natural or artificial sausage casings or in sausage manufacturing. He will operate from a midwestern location and he will receive a top salary and increased remuneration commensurate with his experience, background, and performance. Write in full confidence. Our employees know of this ad. Reply to Box W-161, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

CANNED MEAT SALESMAN

We are interested in obtaining the services of a thoroughly qualified man, between the ages of 30 and 45, to represent us in the sale of canned meats in southeastern United States. Our products have been sold in this territory through brokers for the last five years, but we wish to handle our own selling in the future. If you are not a top, experienced canned meat salesman, with some following, please do not apply. Salary will be \$100 per week plus \$50 traveling expense, plus commission on all sales and re-orders in this territory. Reply to Box W-151, THE NATIONAL PROVISIONER, 16 W. Huron St., Chicago 10, Ill. Please include references and full information with reply.

BEEF BUTCHERS HOG SPLITTER

Wanted by medium sized mid-western packer. Experienced all around beef dressing butchers and also hog splitter. Good opening with growing concern. Good working conditions. Usual fringes available. Please state experience. Reply to Box W-153, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LOOKING FOR AN ADDITIONAL LINE!

Opportunity for salesmen now calling on packinghouse trade. Manufacturers of full line seasonings and basters. Good commissions. Territory open includes: Ohio, Michigan, Indiana, Kentucky, Alabama, Mississippi. W-154, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

EXPERIENCED SUPERINTENDENT: To take complete charge of government inspected plant in Colorado. Must be able to handle personnel, qualities, and cost control. Must know sausage, rendering, packaging, and slaughtering operation. All replies confidential. W-147, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: Experienced in terminal markets. Must be able to take full charge of all operations. Possible earnings for right man—\$20,000. W-152, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PROVISION TRADER: Experienced in beef and pork, for established Chicago meat brokerage firm. Excellent conditions and benefits. All replies confidential. W-166, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING FOREMAN: Must know all phases of meat canning. Only well qualified man need apply. Midwest location. W-167, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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 3. Weasand meat, 100 lb. packs.
 4. Skinned fatback 8/12 fresh.
 5. 75% Pork trimmings.
 6. Imitation Vienna sausage.
 7. Tenderloins, strip-loins, knuckles, print pure pork refined lard, smoked Picnics, pigs' feet, and pork loins.

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MEAT BROKER: Well established with large acquaintance in Philadelphia and surrounding territory, would like to handle full line of canned meats, domestic and imported, and other packinghouse products. W-135, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

BROKERS-DISTRIBUTORS-IMPORTERS

Representation wanted to handle line of Danish canned meat. Includes all sizes hams, Canadian bacon, picnics, pressed hams, etc. Large eastern distribution. Well accepted brand to chains and wholesalers. W-165, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

MEAT BROKER: Florida's largest, well established with chains and jobbers. Interested in complete pork line. Fresh-smoked-canned. Write stating particulars. W-157, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

Wanted To Buy: Commercial grade short loins, quantity freezer stock. Also want source for weekly fresh or frozen shipment. Top quality only. W-136, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

BEEF COOLER: Desirable cooler for sale. 5000 square feet space. Centrally located, New York City. Good loading facilities. Government inspection. FS-47, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

FOR SALE OR LEASE

Country meat market with killing and sausage making facilities. Fully equipped. Owner must retire by May 1st. No reasonable offer refused. If you are a good meat man and have some capital, this is your opportunity to get ahead. Must be seen to be appreciated. WM. LONG-ENECKER, Rt 3, Angola, Indiana.

FOR SALE: Complete small packing plant with sausage kitchen. Well established territory in western Nebraska doing over \$300,000 yearly. Very good supply of livestock. Owner has other interests and wishes to sell. FS-162, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LARD RENDERING PLANT: From Vogt Company, 3 French Oil Mill Cookers, 2-500 ton presses, tanks, pumps, boilers, ice machines. H. LOBB & SON, 4643 Lancaster Ave., Philadelphia 31, Pa.

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